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S. E. WELFARE  
Winston-Salem, N. C.  
President, North Carolina Pharmaceutical Association

# The Carolina Journal of Pharmacy

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THE OFFICIAL ORGAN OF THE NORTH CAROLINA PHAR-  
MACEUTICAL ASSOCIATION

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PROCEEDINGS  
OF THE  
THIRTY-NINTH ANNUAL MEETING  
OF THE  
NORTH CAROLINA  
PHARMACEUTICAL ASSOCIATION

HELD IN  
THE CHAMBER OF COMMERCE  
RALEIGH, N. C., JUNE 19, 20, 21, 1918

ALSO THE  
ROLL OF MEMBERS

REPORT OF THE SECRETARY-TREASURER  
NORTH CAROLINA BOARD OF PHARMACY, TOGETHER  
WITH LIST OF REGISTERED PHARMACISTS AND OF  
THE MEMBERS OF THE TRAVELING  
MEN'S AUXILIARY

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STENOGRAPHER  
MISS BESSIE PARHAM  
RALEIGH, N. C.

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1918  
QUEEN CITY PRINTING COMPANY  
CHARLOTTE, N. C.

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For general information regarding the Association, or for blank applications for membership, write to the Secretary-Treasurer, J. G. Beard, Chapel Hill.

In case of the death of a member coming to your notice, advise the Secretary-Treasurer, giving such particulars as may be desirable to publish.

If you find your name omitted or incorrectly spelled, or your address erroneously given, notify the Secretary-Treasurer at once, giving your full name and address.

For information concerning examinations, the State Pharmacy Law and its enforcement, and Certificates of Registration, address F. W. Hancock, Secretary Board of Pharmacy, Raleigh.

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THE 1919 MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION WILL BE HELD AT WRIGHTSVILLE BEACH, NORTH CAROLINA, JUNE 24, 25, 26.

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PROCEEDINGS  
of the  
THIRTY-NINTH ANNUAL MEETING

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RALEIGH, N. C.,  
June 19, 20, 21, 1918.  
CHAMBER OF COMMERCE.

FIRST SESSION

The first session of the thirty-ninth annual meeting of the North Carolina Pharmaceutical Association was called to order in the Assembly Room of the Chamber of Commerce in Raleigh at eleven o'clock on the morning of June nineteenth by the President, G. A. Matton, of High Point.

President MATTON: Gentlemen, it gives me great pleasure to officially welcome you to this the thirty-ninth annual meeting of the North Carolina Pharmaceutical Association. I will ask Dr. T. W. O'Kelly, pastor of the First Baptist Church, to open the convention with prayer.

(Invocation by Dr. O'Kelly, of Raleigh.)

Local Secretary Henry T. Hicks introduced Mayor J. I. Johnson, who, in the following words, welcomed the delegates to Raleigh.

Mayor JOHNSON: *Gentlemen of the North Carolina Pharmaceutical Convention, Ladies and Gentlemen:*

First of all I want to congratulate this Association on the splendid attendance. In this time of great distress in our country, all of the professional men are asked to give of their strength, talent and service to aid the government in its great undertaking. This we have done.

I remember well forty years ago when the North Carolina Pharmaceutical Association was inaugurated. The first meeting was held in Raleigh. I see few men before me who had any part in the establishment of the Association. The pioneers in the movement were A. S. Lee, John Pescud, Ruffin Wil-

liams, William Simpson and others. Members from all over the State joined hands with us—Messrs. Zoeller, Hancock, S. R. Horne, of Fayetteville, and many others. You gentlemen have taken up the work they left off, and well are you upholding the honor, integrity, and efficiency of our profession. I say “our profession,” because I am talking to the members of the only profession I know anything about. Forty odd years ago I was engaged in the retail drug business in Raleigh, and only three or four years ago did I relinquish it. I was, unfortunately, drawn into city politics, and I rue the day I started in such business. I wish I was still a pharmacist.

I know something of the price you pay in your profession, something of the sacrifice in doing your duty. I know you have always met every requirement in every respect. You have been accustomed to make sacrifices—no profession is called on to make more than druggists. They sacrifice life and pleasure in devotion to their work. When our country called for work and service you gentlemen here responded better than almost any class in the country. You have sent numbers of your men to the front, something like two hundred. That is a splendid record, but I believe every man within the hearing of my voice feels with the men who have gone that he is willing to make the supreme sacrifice if necessary. I feel that you all have enlisted in the service of our country. It is not altogether when we have an army of two, three, or five million men, but it is through every loyal citizen of the United States, man, woman, and child, that we will win this war. We are going to win it, there is no question about that. I am not a prophet or a son of a prophet, and therefore cannot say when it will end; but it will end by bringing the Kaiser to his knees, and this will be done by the United States of America. (Applause.)

I think the Pharmaceutical Association is doing as much and will do as much as any other organization, and we are going to be called on for many other sacrifices. Every one knows the soda fountain is a valuable adjunct to this country, but I see in this morning's paper that they speak of putting them out of business. Mr. Page says he will have to stop letting them

have sugar. If this is the case I know you gentlemen are willing to this if it is necessary to the winning of the war. When I sent my three boys over—all I have—I made up my mind I would fight here while they fought there, and I believe that is the spirit of thousands of others.

I hope you gentlemen will have a profitable meeting. The Committee on Arrangements has taken every step for your comfort and pleasure. God knows druggists need all the recreation they can get. If anything has not been done and you will let me know, I as Mayor, promise to have it done for you. I thank you gentlemen.

President MATTON: I will ask Vice-President S. E. Welfare, of Winston-Salem, to respond to the Mayor's warm address of welcome.

Vice-President WELFARE: Mr. Chairman, Honorable Mayor of North Carolina's beloved capital city, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:

It is with a feeling of real pleasure that I accept the cordial welcome and good wishes which have been so beautifully and earnestly expressed by the head of this municipality.

Every North Carolinian is proud of her capital city, not merely because she is the hub of Eastern Carolina, but because she is a beautiful place, made so by her clean and attractive streets and her many lovely and attractive homes, occupied by a people who are noted for their hospitality and good will.

While I come from a city which her citizenship delights to term the "king" of North Carolina, so far as industrial activities go, still we stand ready to recognize that there are many other cities in the good Old North State whose respective citizenships are just as proud and ready to boost as those of us who abide in the only Twin-City in this commonwealth, as our friends in "Old Virginia" would express it.

Raleigh, with its many varied manufacturing and other industries ranks with other cities noted for their industrial activities. Within the past few years the capital city has caught the progressive step along nearly every line of duty, for which

it is entitled to all the praise and congratulations that is coming its way.

One of the many good things found here is the educational institutions—the State College of Agriculture and Engineering, Meredith, Peace Institute and St. Mary's, the last three being for women. In addition, permit me to add that Raleigh's graded schools also rank with the best public educational institutions in the South.

The capital city's newspapers are also alive and enterprising and in circulation they have found few, if any, equals in any city in this part of America's domain.

In conclusion, permit me, in behalf of our Association, to renew my expression of appreciation for the very cordial welcome extended to us by Raleigh's chief executive and honored citizen, and to bespeak for our dear capital city and her noble people, a continuation of civic righteousness—the kind that brings the largest possible amount of happiness and good will—the kind that both God and man may accept as the best things for a people whose love for one another and their city should grow stronger as the days go by.

President MATTON: The address of welcome on behalf of the local druggists will be made by Mr. Henry T. Hicks, our Local Secretary.

Mr. HICKS: Mr. President, I think you mis-stated that. Mr. Birdsong is slated for this honor, but by reason of a death in his family he, of course, could not be with us. Consequently it falls to my lot to welcome you on behalf of the druggists of the city of Raleigh and to assure you that we are glad to have you with us. I hope you will find it agreeable here and be comfortable. As the Mayor has already said, if there is anything we can do and you will mention it I will be glad to furnish it. We are promised a paper by Mr. Bradham, of New Bern, on the subject of sugar and sugar substitutes; also a statement from the Food Administration straightening out the recent ruling. So do not worry too much until you find out what you have to worry about.

The response to this welcome on behalf of the Association was made by Mr. E. E. Missildine, of Tryon.

Mr. E. E. MISSILDINE: It gives me great pleasure to address you in response to our welcome from Mr. Hicks. First, because we have met in the city which represents every community in the State; second, because Raleigh was the home of the originator of the N. C. P. A., a man who did more for the elevation of pharmacy and its allied arts than any one else in the State. I refer to Mr. Wm. Simpson, whom to have known was an honor and a great privilege.

Personally, when I think of Raleigh, I immediately think of the pleasant relations I had with Mr. Simpson, and of the great desire on his part to impart knowledge, and of the great influence he had in pharmacy for the State of North Carolina.

Gentlemen, I would call your attention to the fact that this present meeting of the North Carolina Pharmaceutical Association is one of special importance: First, because before our next annual meeting the Legislature will have met and unless we, the druggists of the State of North Carolina, stand behind our Legislative Committee and carry out their every request, some laws are likely to be enacted that will prove to be a burden and unfair, not only to the druggists but to the public as well. Second, there is no business or profession in the State upon which the public relies more for free information than that of ours, and it is not only our privilege but our duty to protect our interests that we may continue to be of benefit to our various communities.

We have cause to congratulate those druggists who so ably defended our cause at the last meeting of the Assembly. Let us, therefore, enter into the spirit of unity and make this meeting go on record as one of the best ever held in the State.

I thank you for your kind welcome.

The roll call by the Secretary was the next order of business.

Upon motion of the Secretary the reading of the minutes of the preceding meeting was dispensed with.

The Chairman of the Executive Committee, P. A. Lee, reported twenty-four names for membership in the Association. Other names were added later. Since the new members are indicated in the Roll of Members their names will not be repeated here. In connection with new members it may be stated

that S. M. Purcell, of Salisbury, secured ten during the year.

The Secretary read a telegram from P. W. Vaughan regretting his inability to attend convention.

Professor E. V. HOWELL, of Chapel Hill, spoke briefly of the necessity for taking steps to secure recognition for pharmacists in the army. As it was decided to defer full discussion of the Edmonds bill to a later meeting, Professor Howell's explanations were repeated later and will appear in another part of the proceedings.

The National Wholesale Druggists' Association appointed the following druggists to represent it at the meeting: B. Frank Page, Raleigh; W. H. Wearn, Charlotte; Edward Ahrens, Wilmington.

Delegates appointed by the American Pharmaceutical Association were: H. T. Hicks, Chairman, Raleigh; W. W. Horne, Fayetteville; I. W. Rose, Rocky Mount.

Local Secretary HICKS announced that the Country Club of Raleigh and the Capitol Club extended their courtesies to the visiting delegates.

E. L. Tarkenton read the following communication:

U. S. S. Florida,  
English Channel

I shall miss the annual meeting this year as I am in the Naval Hospital Service and will be unable to attend. The meetings are always profitable and I get much pleasure from them. I have been in the Naval Service since August, 1917. I like the Navy very much. I wish I could tell you of some of the exciting experiences I have had on this side of the world. Maybe I will be with you at the next meeting. Please remember me to all my friends in the Association. I hope you will have a profitable meeting.

(Signed) BURNEY S. WARREN

A letter was also read from G. Y. Watson, of Southport, stating that because of a shortage of clerks that he would be unable to attend the meeting and expressing best wishes for the Association. The Secretary read a communication along the same lines from H. M. Cooke, of Salisbury.

At this point the meeting was turned over to the Traveling Men's Auxiliary for a few minutes. During this time several



impromptu talks were made by the members of the Auxiliary.

Local Secretary Hicks announced that a buffet lunch would be served in the meeting room, eliminating the necessity for adjournment.

### FIRST SESSION—Continued

1:10 P. M. Tuesday.

President Matton called the delegates to order at 1:10 p. m.

President MATTON: We will now have the report of delegates to other Associations. Is the Chairman of Delegates to the American Pharmaceutical Association ready to report?

Chairman E. V. HOWELL: I will not be ready with my report until the first session tomorrow.

Because of the uncertainty of the war situation last summer, no delegates from the North Carolina Pharmaceutical Association attended the meetings of neighboring State Associations except J. G. Beard, who made the following report as Chairman of the Delegates to the Virginia Pharmaceutical Association:

The Virginia Pharmaceutical Association held its 36th annual meeting in the Chamberlin Hotel at Old Point Comfort, Va., on Tuesday, Wednesday and Thursday, July 10, 11, and 12, 1917.

This meeting which I was delegated by President Matton to attend was presided over by Mr. Ramsey Taylor, of Norfolk, a genial and able officer. His presidential assistants were Messrs. C. H. Goldsborough, of Culpepper, who later succeeded him as president, and G. E. Thompson, of Chatham. The invocation was delivered by the chaplain from Fortress Monroe, and the address of welcome by the mayor of Norfolk.

A personage who added largely to the success of the meeting was a former North Carolinian from Raleigh—Mr. John Y. McRae, who now makes his home in Norfolk. As Local Secretary, Mr. McRae, was on the job from the beginning to the close of the meeting, but found time repeatedly to say to me that he was just as good a "Tar Heel" as ever.

The Old Point meeting was greatly handicapped for doing any real constructive work by the small attendance. It was felt by all that it was hardly fair to undertake any steps of far-reaching effect when the delegation, by its paucity of numbers, was so little representative of the Association. Old Point is more or less out of the way for most

Virginians, and this coupled with the uncertainty of the war situation and the even then scarcity of drug clerks explains the size of the attendance. In writing this report eleven months after the meeting I find it hard to remember anything save generalities. The full report that I prepared while I was at the Chamberlin has unfortunately been misplaced.

Mr. Samuel C. Henry, now Secretary of the N. A. R. D., then a delegate from the Pennsylvania Pharmaceutical Association made a talk of seventy-five minutes' duration in which he outlined national legislative issues of pharmaceutical interest and importance, among other things laying stress on the need for killing the health insurance agitation that was spreading over the country.

I followed Mr. Henry on the program with a prepared talk on the subject: "Have Pharmaceutical Associations Justified Their Reasons for Existence?" I endeavored to review the work that logically belongs to associations to carry out and then paralleled these objects with the results ordinarily accomplished. I was also invited to speak on the pharmacist's position in the army as mentioned in my report as Secretary.

The President's address followed the usual line of such addresses, reviewing the events of the past year in pharmacy and recommending plans for the improvement of the Association.

The entertainment features of the convention consisted of bridge and bowling parties for the ladies; drawing contests at frequent intervals during the business sessions; a sail on Hampton Roads, and a trolley excursion to the Langley Aviation Field at Newport News.

The meeting adjourned on Thursday to meet in 1918 at Natural Bridge, Va., July 9 to 11.

One could not leave a meeting of the Virginia Pharmaceutical Association without having been impressed with the natural hospitality and courtesy the members apparently show all visitors. It was most pleasant to have been the guests of these druggists for three days, and I trust that it will become an annual custom for us to send a delegate to their meetings. Incidentally it may be said that over in Virginia they believe that the North Carolina Pharmaceutical Association is one of the liveliest, most business-like organizations in the South. I did not need this expression from them, however, to make me glad that I am a part of what has come to mean for me an association to be worked for, thought for and loved.

E. L. Tarkenton suggested that in view of the scarcity of help, many of the members would perhaps like to return to their stores as soon as possible and it would therefore be well to condense the program of the meeting to two days. This suggestion met with the approval of the Association, the Presi-

dent, Secretary and local Secretary being asked to so arrange the schedule as to permit this change.

Professor Howell was asked to again present the matter of the Edmonds bill. This he did. Professor Howell explained the nature of the measure; showed how it would not only correct the injustice to pharmacists in the service, but would serve to better the workings of the Medical Department. He described the hearing given the bill by the Military Affairs Committee in Congress last winter. He also said that the druggists of the country would have to make individual effort before Congress would consent to pass the legislation.

After Professor Howell's explanation several members discussed plans which would make most effective the campaign looking to the passage of the Edmonds bill by Congress. Mr. G. K. Grantham, of Dunn, offered a motion that a committee of three be appointed to draft a resolution to Congress from the Association requesting that the bill be passed. This motion being passed, the President appointed the following members to draft the resolution: Messrs. Howell, Zoeller and Grantham.

At two o'clock First Vice-President Welfare was asked to take the chair.

Chairman WELFARE: The next order of business is the annual address of the President, by G. A. Matton, of High Point.

*Officers and Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

Ordinarily the officers of the North Carolina Pharmaceutical Association would be disposed to express their disappointment over the small number of its members in attendance at the annual meeting, but the war has drawn so heavily upon their employees, as well as upon the younger druggists of the profession, that in many instances it is practically impossible for the members of this Association to leave their business even for a day or two. It is universally true that the members of this profession who have gone to the front, and those of their employees who have enlisted in this struggle for the safety of our Republic, have done so willingly and gladly, and it is a great pleasure for us, who still remain at home, to congratulate them and bid them godspeed in this great undertaking.

In this hour of the national crisis, and one which is of great moment to the world at large, I am satisfied that while we have met in our

annual business session, the uppermost thought in the minds of everyone is the great struggle now going on between a free people and the iron hand of oppression. It is the first duty of every organization, every individual, to realize this and put forth every effort to aid in the great cause of right so gallantly defended by the Allied powers of the world. Realizing our duty as an association and sensing the enthusiastic spirit of patriotism which I know abides in the breast of each one of us, my first word to you is "Onward" in this great work, in standing with our Government in this great task, holding aloft the flag, pledging our all in loyal support until there is no longer any quarter for the Hun, and every vestige of oppression is wiped from the face of the earth. The task is a mighty one, but we will win, because we are right, and the unselfish spirit behind the fight is directed only for those who need help and that the freedom which comes from it all will be permanent.

To carry out this great task the Government calls on each and every one from time to time to unite in some specific duty. A few weeks ago we had a great drive for Liberty Bonds, and in going "Over the Top" there were found many who belonged to our honored profession. Next week another effort is to be put forth and I consider it my first duty to ask that every one of us stand behind this movement and help in selling War Savings Stamps. Aside from sentiment, these stamps and certificates should appeal to every line of business.

Frank A. Vanderlip, president of probably the world's leading bank, says: The war savings certificates are the only Government securities which the law says shall positively increase in value. The Government has gone still farther to meet the requirements of the small saver. Besides the interest-bearing war savings certificate stamps, it issues a 25c thrift stamp and provides a thrift card to which 16 of these may be attached. They are issued as a help to those desiring to accumulate the cost of a war savings stamp. When a thrift card has 16 of these stamps attached, representing \$4.00, it may be exchanged by the payment of a few additional cents, for a war savings stamp. The moment the war savings certificate stamp is secured, interest begins.

Here is every American's chance to save his money, \$100.00 at a time, \$5.00 at a time, or 25c; to save every day in the year and place his money at interest with less trouble than any other investment ever caused him. For America's sake, for the benefit of our soldier boys, for your own sake, **SAVE YOUR MONEY AND BUY WAR SAVINGS STAMPS.**

I know that you will need no urging in these important matters.

There are a number of important matters which will be discussed at this meeting: The new law requiring four years' practical experience and nine months at college which went into effect January 1, 1918, will do much to raise the standard of the profession, which it so much de-

serves, and to which the public is entitled. Slowly but surely we are reaching that plane which requires the very best talent and equipment in a profession, the importance of which cannot be overestimated. The slogan "Safety First" necessarily begins with the pharmacist.

One of the most delightful features of our organization is the Traveling Men's Auxiliary, which has planned and carried out so many events for our pleasure. It is indispensable as an associate element of social intercourse, and does much to fix our thoughts and minds on the pleasant features of every session. The only thing lacking to bring the Auxiliary up to perfection is to bring to its aid that perfect of all creatures, woman, and let us have a woman's auxiliary.

Just at this point I desire to approve the plan and endorse the suggestion of women entering pharmacy. Rapidly woman is entering every line of business and profession, and I know of no branch of service where she could be more useful than in pharmacy. Naturally careful and observant, with other requisites now demanded of the pharmacist, she would be the peer of any in the profession. But whether we will or not, brethren, she is coming anyway, and my advice would be to gallantly go out and meet her.

The great rebirth of our country, its sudden rise from the greatest country in the western hemisphere to that of one of the greatest of the world powers, the necessary centralization of governmental affairs and the consequent regulation and control of many things by the Federal Government heretofore undreamed of, bring to my attention so many new and inviting propositions to discuss that if I touched upon all of them, this address would become taxing and fatiguing, and hence it is my purpose only to refer to those which I consider of the most vital importance.

Never before in the history of this country has public sentiment been so centered upon the protection and conservation of health and the growth and development of strong and vigorous physical manhood. The army training camps, the long marches, the hours of physical endurance required to hold the front lines in Europe and strike the telling blows at our common enemy, the anxiety for fear our soldiers may lose their lives from disease, have caused the people of this country as never before to realize that the success, growth, development, and even independence of this country all depend in a large measure upon the health and physical strength of her sons and daughters.

The time is rapidly approaching when the Congress of the United States will be compelled by public sentiment to enact laws designed to more adequately preserve, protect, and develop public health, and when such legislation as this is passed, it will undoubtedly vitally affect the members of our profession and their businesses, either beneficially or detrimentally. My recommendation is that we should fall actively and patriotically into this great movement, lending our advice and assist-

ance, and doing so in such a manner as to assure such measures will not only be helpful to the country at large but will in no manner handicap or retard our own profession and our businesses.

The North Carolina Pharmaceutical Association working and agitating alone would not have that weight and influence it would have if a member of a great national organization. The same thing is true of the other state associations and other organizations of larger territorial scope. In addition to the state associations, the other various associations interested in one way or another in the drug trade are: the American Pharmaceutical Association, the National Drug Manufacturers Association, the National Association of Wholesale Druggists, the Southern Wholesale Druggists Association, the National Association of Retail Druggists, and the National Association of Retail Drug Clerks. I am impressed with the idea that it is imperative that all these organizations should take steps to perfect a federation through which the interest of all the separate associations would be co-ordinated. The idea is to form a central body composed of delegates from each of the subsidiary associations, just as the American Federation of Labor is composed of delegates from all labor associations and the central labor unions throughout the country. Everyone is familiar with the influence exerted by the American Federation of Labor, and a great organization of this character would be a strong influence for good, if properly managed, and its activities directed along the right lines, and its recommendations would be little less than irresistible.

After the war there will be a great readjustment period. Legislation of a regulative character heretofore unthought of or conceived will be proposed, some of which, if not directed along the right lines and wisely and intelligently administered, might strike at the very heart of our existence. We should begin to make preparations now. "Preparedness" should be our motto, and I think one of the first steps of preparedness is to organize and co-ordinate along the lines I have already suggested.

A new and grave trouble on the horizon is that of Compulsory Health Insurance, which is being advocated with the aid of salaried exponents and the profuse distribution of literature. It is estimated by those who have studied the subject that the general adoption of compulsory health insurance as a state policy would provide for 75 per cent. to 80 per cent. of the medical requirements of the present population. Could the retail drug trade hope to exist if it should suffer a reduction of 75 per cent. of its present business? Would it not be a good idea for our association to appoint a special committee to keep the association informed as to the progress of the propaganda for compulsory health insurance, and to co-operate with like committees of other associations in meeting such legislation when it is proposed in our state?

With legislation to prohibit the sale of alcoholic beverages, or the sale of beverage alcohol which is merely disguised with a medical label, the drug trade is not materially concerned. Unfortunately, however, such prohibitory measures nearly always tend to interfere to an unnecessary extent with the legitimate use of alcohol in preparations that are manufactured and sold for medicinal purposes only. Would it not be wise for our association to appoint a special committee to consider this particular subject, and to agree upon a form of amendment to prohibition bills which may be offered in our state legislature, so that such bills if enacted will not interfere with the sale of alcohol-containing preparations which are intended and used for perfectly legitimate and proper purposes?

In many cases it appears that state and federal laws relating to the manufacture and sale of drugs are being interpreted and administered by officials who have had absolutely no practical experience with the drug business.

I think all who have given this subject attention will agree that only those who have had experience in a practical way in the drug business are qualified to pass upon the problems which arise in the application of legal requirements to the manufacture and sale of medical products. A man may have a most excellent university training in the sciences which relate to the subject-matter of pharmacy, without being able to wisely interpret or justly administer the laws relating thereto. Would it not be proper for our association to place itself on record on this subject by the adoption of a formal resolution to the effect that laws regulating the manufacture and sale of medicinal products should be interpreted and administered by those who have had practical experience in some branch of the drug business?

There are a multitude of problems which will likely soon confront our profession, but I shall content myself with having recommended the method of organization through which to work to meet them.

Let it be added before I conclude that I have felt greatly honored at being at the head of the Pharmaceutical Association of North Carolina, and I am proud to number its members among my friends.

Chairman WELFARE: Gentlemen, you have heard the reading of the President's address. What is your pleasure regarding it?

It was moved that the address be received and referred to a committee for consideration. Chairman Welfare appointed Messrs. W. A. Crabtree, R. M. Brame, and A. V. Baucom to serve on this committee.

President Matton resumes the chair.

President MATTON: The next feature of the program is the

report of the Secretary and Acting Treasurer, Mr. J. G. Beard.

Mr. BEARD: I have the honor of submitting the following report as Secretary and Acting Treasurer of the N. C. Pharmaceutical Association for the year ending May 31, 1918.

### FINANCIAL REPORT OF TREASURER

The receipts and disbursements for the office of Acting Treasurer are:

#### RECEIPTS

From Retiring Treasurer Burwell .....	\$ 298.65
Dues, Old Members .....	590.86
Dues, New Members .....	204.00
Advertising, Cash .....	240.00
Advertising, Merchandise .....	29.00
Beal Fund .....	100.00
Peoples Bank, Liberty Bond .....	100.00
	<hr/>
	\$1,562.51

#### DISBURSEMENTS

To K. M. S. Johnson, reporter .....	\$ 81.04
Miss Margaret Berry, stenographer .....	40.00
Miss Margaret Bottum, stenographer .....	31.05
University Press, letter-heads, envelopes, application blanks, post-cards, etc .....	22.00
C. T. Wollén, engrossing certificates .....	12.50
Miss Mary Royall Hancock, engrossing certif.....	3.50
Edwards & Broughton, balance on 1916 Proceedings.....	110.35
Queen City Printing Co., Proceedings of 1917.....	280.25
F. W. Hancock, expenses Leg. Com., due 1916-17.....	89.55
Postage, balance from 1916-17 and 1917-18.....	107.00
Carolina Journal of Pharmacy, 200 subscriptions.....	100.00
Express .....	7.72
Telegrams, congratulations to other associations and messages to Congressmen .....	6.58
D. A. Warren, Beal membership prize .....	5.00
R. D. Swisher, rubber stamps, electrotypes, etc .....	4.85
Durham Book & Stat. Co., journal, card index.....	14.95
Freight on Proceedings etc. ....	4.50
A. A. Kluttz Co., clips, paste, ink .....	.65
Peoples Bank, one Liberty Bond .....	100.00
Salary Secretary \$100; Acting Treasurer, \$75.....	175.00



Insurance Co., premium on treasurer's bond.....	2.50
Miss Mary McGehee, clerical work, proofreading .....	13.60

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\$1,212.59

## Assets—

Merchandise on hand .....	29.00
Liberty Bond enclosed with report .....	100.00
Cash on hand, certified check enclosed .....	220.92

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\$1,562.51

## Liabilities—None.

It should be borne in mind that \$306.02 listed above as expenditures should have been paid in 1916-17. If this sum be subtracted it will be found that disbursements for the current year amount to \$906.57.

Receipted vouchers, endorsed or O. K'd. by President Matton, are enclosed to show payment of expenditures listed above.

One registered Liberty Bond for \$100, and a certified check for \$220.92 accompany this report.

## REPORT OF SECRETARY

The work in the office of the Secretary has been conducted as in previous years, with a few exceptions.

The proceedings of the 38th annual meeting were printed and distributed August 28th to all the members; to the pharmaceutical press, and to the secretaries of other state associations. Our Association holds the record for 1917 in being first to get its proceedings to the members. Bids for publishing the volume were solicited from the leading printers of this State, Virginia and Tennessee. The lowest bidder was the Queen City Printing Company, of Charlotte, their estimate being \$1.25 per page. Other low bidders were the Seaman Printery, Durham, \$1.40 a page; Edwards & Broughton, Raleigh, \$1.55; J. P. Bell Company, of Lynchburg, \$2.00 a page. The average cost per page to other associations whose records show cost for printing proceedings in 1917 was \$2.25. The book was published and mailed out as Vol. II, No. 4 of the *Carolina Journal of Pharmacy*. No charge was made by *The Journal* for postage. In this manner \$26 was saved to the Association. I wish to take this occasion to thank the Queen City Printing Co. for their promptness and many courtesies to this office and for the quality of their work on the proceedings.

His Excellency, Governor T. W. Bickett, was informed of our recommendation for the Board of Pharmacy. In conformity with our action he appointed Mr. Frank S. Smith, of Asheville, as a member of the examining board. The appointment became operative April

28th of this year to continue to the same date in 1923. It will be recalled that Mr. Smith succeeded Mr. I. W. Rose, of Rocky Mount.

The membership roll for 1917-18 shows a material increase in numbers. A total of 400 druggists of the State are now affiliated with our organization. A record of our membership for the past few years may be interesting:

Year	No. Members
1909 .....	262
1910 .....	267
1911 .....	249
1912 .....	248
1913 .....	262
1914 .....	273
1915 .....	227
1916 .....	300
1917 .....	331
1918 .....	400

While the 20 per cent. increase in membership of 1918 over 1917 is gratifying, it but serves to stimulate the feeling that at the least 60 per cent. of the North Carolina druggists should belong to their State Association. According to the report of Secretary Hancock, incorporated in the last Proceedings, there are 970 white pharmacists in this State. Sixty per cent. of this number is 582. We lack 182 members of reaching this number. At the present time the Association embraces only 42 per cent. of North Carolina's registered pharmacists. Using the South Atlantic State Pharmaceutical Associations as a region of comparison, it will be seen that of seven states the North Carolina Association stands fifth in the ratio its membership bears to the number of druggists eligible to join. These States are led by South Carolina with a percentage of 68.6. The next in order are Florida, 60 per cent.; Alabama, 56.2 per cent.; Maryland, 42.6; North Carolina, 42; Georgia, 33.3; Virginia, 22.5 per cent. If the actual number of members be substituted for percentage figures we find that North Carolina stands fourth. In this comparison Georgia leads all the South Atlantic States with an even 500 members. Alabama comes second with 450; Maryland third with 426; North Carolina fourth with 400; Virginia fifth with 360; South Carolina sixth with 343; and Florida with 300.

It is to be observed that of the seven states just mentioned all but North and South Carolina permit unregistered pharmacists to belong to their associations. It is hardly fair, therefore, to use the above as a basis for comparison. This ratio does not hold throughout the country, however, for of the 45 state pharmaceutical associations, 24 permit unregistered clerks to belong, and 21 refuse them admission.

This is roughly half and half. The oldest of the South Atlantic Associations is South Carolina, established in 1872. Next comes Georgia, 1876, then North Carolina, 1880, followed by Alabama and Virginia in 1881, Maryland, 1882, and Florida in 1904. It will be noticed, therefore, that North Carolina as the third oldest of this group of associations stands fourth in actual enrollment and fifth in relative enrollment. It is interesting to observe that the pharmaceutical associations in Oklahoma, Montana, and South Dakota are 100 per cent. strong, every druggist in these states being legally required to join. At the risk of having this report prove tiresome, your Secretary asks the liberty of injecting the following data concerning the other associations of the country. Two tables will be given, the first showing the number of members belonging to, and the second table the date of inauguration of the several state organizations. This information, together with a great deal more concerning these associations was hard to procure. In some cases no report at all could be obtained, and in others as many as six letters had to be written to different officials to secure the data desired.

TABLE I—NUMBER OF MEMBERS

Oklahoma .....	2000	Alabama .....	450
Iowa .....	1910	Maryland .....	426
Pennsylvania .....	1500	Connecticut .....	425
Ohio .....	1500	North Carolina .....	400
New York .....	1400	Arkansas .....	400
Massachusetts .....	1350	Vermont .....	370
Illinois .....	1200	Louisiana .....	363
Texas .....	1200	Virginia .....	360
Wisconsin .....	1015	Maine .....	348
Minnesota .....	1000	South Carolina .....	343
New Jersey .....	926	Florida .....	300
South Dakota .....	900	Washington .....	250
Nebraska .....	800	Tennessee .....	233
Michigan .....	800	Idaho .....	225
Montana .....	700	Colorado .....	200
Kansas .....	700	Oregon .....	200
Indiana .....	700	New Hampshire .....	190
Missouri .....	661	Utah .....	159
California .....	602	Wyoming .....	100
Georgia .....	500	Arizona .....	90
Kentucky .....	459	Delaware .....	80
Mississippi .....	450		

No information from Nevada, New Mexico, North Dakota, Rhode Island, West Virginia.

TABLE II—DATE OF ORGANIZATION

Maine .....	1867
New Jersey .....	1870
New Hampshire, South Carolina .....	1872
Georgia, Connecticut .....	1876
Kentucky, Pennsylvania .....	1878
Missouri, New York, Ohio, Texas .....	1879
North Carolina, Illinois, Iowa, Kansas, Wisconsin .....	1880
Alabama, Virginia, Arkansas, Indiana .....	1881
Maryland, Louisiana, Massachusetts, Nebraska .....	1882
Michigan .....	1883
Minnesota, South Dakota .....	1884
Montana .....	1885
Tennessee .....	1886
Delaware, North Dakota, Oregon .....	1887
Colorado, Oklahoma, Washington .....	1890
Utah .....	1892
Vermont .....	1894
Mississippi .....	1903
Florida .....	1904
West Virginia .....	1906
California, Idaho .....	1907
Arizona .....	1910
Wyoming .....	1915

In the past year your Secretary has made every effort to influence the passage of the Edmonds bill giving recognition to pharmacists in the army. These efforts took several forms. First, a systematic campaign was instituted and maintained having for its object the conversion of North Carolina's representatives in Congress to the belief that the passage of this measure would be dual in its benefits, helping not only the druggists themselves, but more important the army and the civil population. This campaign was successful to the point that the majority of our congressional delegation is sympathetic towards the bill. The second form of effort was directed towards the pharmacists of North Carolina. One or more letters was written to every registered druggist in the State earnestly requesting them to use their influence on their Senators and Representatives. The third effort was newspaper propaganda work. The State papers, the *New York Times*, and the *Chicago Tribune* very kindly published articles from this office which detailed the reasons why it was of public importance that the Edmonds bill be passed in order to relieve the inroads being made on the supply of physicians throughout the country and to promote the efficiency of the Medical Corps. Your Secretary also took occasion to read a paper before the Virginia Pharmaceutical Association urging

its active support of the measure. Later, at the request of that Association he, together with Secretary Henry of the N. A. R. D., framed a strong resolution to Virginia's congressmen which was adopted by the members. The Edmonds bill is dying a slow death in one of the committee rooms of Congress. The reason for this is readily apparent to one who has followed the situation closely. While the measure has been fought for and fought for hard by about 1 per cent. of the pharmacists of the country, there were 99 per cent. of the druggists who stood off and did nothing beyond silently voice their approval. Congress is not in the habit of doing anything for any class or section when it only hears demands from one voter out of each hundred. Until the great majority of the druggists throughout the Union get onto their feet and in a thunderous voice in unison demand that their just rights be respected they may expect from the Surgeon General and from the Congress just what they will get—nothing.

The matter of women entering pharmacy to relieve the drug clerk shortage also received the attention of this office. The work done was altogether through newspapers. It is hoped that this Association will voice its sentiments on this question. If it is the sense of the members that such a course is wise, a more active campaign\* will be begun to induce women to enter pharmacy.

Pursuant to the resolution at the Asheville meeting, Chairman F. W. Hancock presented this office with the names of 90 druggists to act as county chairmen of the new Legislative and Membership Committee. A personal letter was written each of these chairmen acquainting them with the nature of the work. With a few exceptions, these men, representative of the best druggists in the State, accepted the appointment and, it is believed, good work has been accomplished by them. This step can be made very far-reaching in its effects if pushed to its logical conclusion.

Grateful acknowledgment and sincere thanks are herewith made to the editors of the leading drug journals for mailing their periodicals to this office; to the press of the State in giving publicity to this meeting; to Local Secretary Hicks and President Matton for their sympathetic co-operation during the past year, and to many other members of the Association whose assistance, advice, and helpful encouragement have made the work of the year just closing of a most pleasing nature.

Respectfully submitted,

J. G. BEARD,

Secretary and Acting Treasurer

Upon motion the report of the Acting Treasurer was referred to an auditing committee composed of Messrs. S. E. Welfare, P. A. Lee, and E. L. Tarkenton.

Dr. Hynson suggested that the report of Secretary be referred to the Committee on the President's Address. This was done.

Mr. Zoeller, of Tarboro, felt that it was hardly fair to make the comparison of the membership in the South Atlantic Pharmaceutical Association that was made in the Secretary's report, since North and South Carolina Associations do not permit unregistered clerks to join, whereas the other associations of the group allow them full membership.

E. L. Tarkenton, Chairman of the Papers and Queries Committee, took charge of the meeting at this point and announced several papers to be read. The first follows:

### PAPERS AT PHARMACEUTICAL MEETINGS

BY DR. FRED B. KILMER

Ball games, egg races, jumping contests and vaudeville occupy the hours formerly devoted to the reading and discussion of papers in many pharmaceutical meetings. This has been shown to have many advantages. It has brought out a larger attendance at the meetings, has increased the membership and enriched the treasury.

The entertainment committee has a long way outdistanced the committee on papers and queries. The tired druggist gets some relief from a grotesque contest, where he would be bored over the discussion of "A New Method of Making the Syrup of Tolu." It is usually very difficult to obtain a quorum for a session devoted to the reading of papers, while the evening cabaret is crowded to the doors.

It cannot be denied that there are state associations whose membership reaches into thousands, with attendance running into several hundreds, that are prosperous under present methods of live wire programs without the reading of papers. Quite conspicuous are these days in comparison with the times when the meetings were wholly given over to routine and to papers.

State pharmaceutical association meetings are in many respects quite different from gatherings in other vocations. In a concourse made up of plumbers, or business men, there is usually found sessions crowded with the reading of statistical reports, discussions—long, earnest and exhaustive—as to policies for the betterment and control of trade; coupled with this is an address or two full of shop talk. The sessions are all business—the business in which they are engaged. Entertainments are often relegated to an evening at the theatre, or a banquet. In a gathering of bankers, figures, dollars, finance, loans, discounts, fill every hour, sandwiched in with an address by some

noted financier. In meetings of dentists, discussions and demonstrations of pulling teeth, filling teeth and making teeth crowd the hours. In an assemblage of physicians long reports on the progress of medicine, papers upon abstract subjects, clinical discussions, make up a program that is only relieved by a deep and profound address by some noted speaker.

On the other hand, the pharmacists' association meeting often is his only vacation hour; he goes to obtain relief from the stress of his arduous duties, to have a good time, and no one wishes to deny him all the pleasure which he can get out of it.

We must, however, reflect that pharmacy is a scientific calling. The object for which pharmaceutical associations have been welded together is plainly said to be "the advancement of the art of pharmacy." One of the means by which pharmacy has been, and can be advanced is by pharmacists meeting together and discussing "the art and practice of preserving and compounding substances for the purpose of medicine." And by this we do not mean to exclude any of the multitude of substances and things which engage the attention of the modern druggist.

Pharmacy in its every phase, its every side, as a business, as a vocation, as an art, should have the attention of every gathering of pharmacists. One of the means by which American pharmacy has arisen to its high position, has been through the papers read, and the discussions held, at the meetings of pharmaceutical associations. State associations have contributed their part, and some of them still add their quota. The tendency, however, is to assign to the department of papers and queries a minor part in the program. In consequence of this apparent neglect in some state associations contributions to the literature of pharmacy have been rather meager. When the papers are compared with the membership the contribution appears very, very small.

Every member of a pharmaceutical association is supposed to be a pharmacist; the great majority of them hold degrees in pharmacy; the signs on their doors read "Pharmacy"; they have joined together to advance the art, and yet what a few live up to their membership by adding one iota to the cause. Quite frequently it will be found that a few members contribute a paper or two every year, a limited number take a hand in the discussions, for which they may be ridiculed as "bores," but the rest of the attendants are apt to do nothing—not even to listen.

If we examine the literature of pharmacy as revealed in the journals, we will find that a certain quota is contributed by the teachers in our colleges, a fair amount by workers in special laboratories, such as those under the direction of the government, and workers in manufacturers' laboratories, that a goodly proportion comes from the

American Pharmaceutical Association and its branches, but that the amount furnished by the state meetings is decreasingly small.

The art of writing upon pharmacy and allied subjects is certainly not an art that among pharmacists is increasing. If we scan the pages of our popular journals devoted to pharmacy, we will find that many of the articles are contributed by persons outside of the calling—space writers, men who can write upon the drug business, the hardware business, the barber's calling, or upon any given subject; and to their credit it may be said that they can write well, their contributions are often entertaining, and at times full of meat, and useful. Their dissertations may be helpful, for instance, when we are considering advertising side lines, increasing the sale of soda water, cigars, and in many phases of our multiplicity of duties. But they are not contributors to pharmacy, are not interested in any way in the advancement of pharmacy, and pharmacy must advance, or down goes the structure, drug store and all.

Is it not a fact that through various causes the art of writing papers to be read at association meetings, the art of taking part in pharmaceutical discussions, has been neglected, and has not kept pace with the work of the association itself?

In part this may have been brought about by the policy of the association itself, in part because the younger generation of pharmacists have not been encouraged to pursue these lines. Prof. P. W. Bedford, who held the Chair of Pharmacy in the old New York College of Pharmacy, urged his students to write articles and papers to be read at association meetings and for publication in the journals. For this sound advice many of his students in after years thanked him.

Writing essays, letters, dissertations, is most excellent work for a young man engaged in pharmacy. It is of more value to the writer himself than to the reader or the hearer. The work of preparation, involving thought, study and research, is of the highest value, and is one that gives great pleasure. The searching out, arranging, planning and final putting in shape so fixes the subject upon the author's mind that it can never be forgotten. The realization that you are adding even a little to the world's knowledge is a satisfaction that cannot be expressed in words.

The first trials of a young or inexperienced writer are apt to be crude. That should not disturb him. A very successful writer has stated that the first paper which he read before his association was severely scorched. He was so much chagrined that he vowed "never again!" But his second thought was that he would write and keep on writing until the very men who had scoffed at his maiden effort would eventually commend his work, and he had the satisfaction of giving papers before the same bodies that won the highest applause.



To the young, or to the inexperienced writer it may be truthfully urged that they should not worry if their first efforts fail to attract attention. If sent to a journal they should not feel badly if the editor makes changes or corrections, but keep at it. One should not ape the mannerisms of writers whose work may appear in the journal. Because one cannot write a classic or use the same redundancy of words as a professor or a teacher, he should not be deterred from making an attempt. The best articles are those written in the writer's own natural way, as though he were explaining the subject to a friend, giving his own ideas in his own language.

What should one write about? Sometimes the most commonplace subjects are those which catch on. Peculiar experiences in pharmacy, window display, salesmanship, advertising, are just now popular. But the world is full of things to talk about. The best way to begin is to choose one subject and try your hand. Then take another and write on that. Send or take a paper to your state association. Try one or two articles for publication; the journals may be glad to receive your efforts. In any event, writing, especially the writing of stated articles upon specific subjects, stimulates the mind. It is a method of education and culture which may be carried to a degree to help widen and enlarge the world of him who writes.

No pharmacist is too old or too young to write. That the young pharmacist should practice writing for its own, and for his own sake cannot be too strongly urged. The satisfaction of the writer in having lifted himself up, the fact that he has contributed ever so little to the progress of pharmacy, that he has helped his fellow man in even a most meager way, cannot be measured by a monetary standard. When such a work is well done no one is rich enough to pay for it. "The wealth of a kingdom could not buy a single great poem."

In the way of remuneration I might state that the pharmacist who reads papers and takes part in the discussions at his association meeting, ought to be able to turn the incident to good account in his home town. It will certainly advance his standing, and incidentally bring trade.

The object of this paper is to encourage the writing and the discussion of papers relating in any way to pharmacy, or any of its varied interests, at association meetings.

There are various ways in which the association itself may help. For instance, the assignment of the committee on papers, addresses and discussions to a prominent place in the program. Some associations make this a sectional meeting, and work up a full attendance. It has been suggested that much of the routine and reading of formal reports, addresses and felicitations could be shortened, if necessary, to give time to the work of this committee. One might suggest that it wouldn't

be bad to intersperse the reading of lengthy papers with something lighter, even in the way of music, lantern slides and the like. The committee in charge of this work might well begin immediately after the annual meeting to prepare for the next, and not wait until just before the annual gathering.

It has been found advisable to get men who have never done such a thing as to write a paper before, to suggest subjects rather than to propound queries, and to have men prepared to take part in the discussion of the papers and addresses that may be made. Sometimes it is well to get out a questionnaire, and ask your members to answer specific questions, then to abstract and summarize the answers.

There seems to be no great objection to getting not more than one or two papers, or a short address, by specialists outside of the association, but the point to be urged is that the association members themselves should be the contributors. Papers illustrated by diagrams, lantern slides, exhibits or photographs are often attractive. Authors may be helped by remuneration for the cost involved in their paper, or the cost of any special research work.

Long papers, or those filled with masses of statistics, should be read only in summary. It is desirable that copies of all papers should be obtainable by the committee in advance of the meeting, and a place arranged on the program for their delivery.

So far as possible papers read at the association should be given wide publicity. To this end a committee might be appointed to copy or to abstract them and send to journals for publication.

It is helpful to have a person preside at sessions devoted to the reading of papers who has the gift of being a good toastmaster, in order to give a happy introduction and a happy ending to each paper.

The session devoted to the reading of papers can be made full of life and pep; it can be made the star event of the convention.

In any circumstance, let me urge your association to place itself in the front rank of the state pharmaceutical associations as to its papers and discussions, and as one of the leading associations devoting itself to the advancement of pharmacy.

S. A. Chalk, of Morehead City, presented extemporaneously a paper on the Cashier System. Mr. Chalk claimed for the system, which he operates in his store, that it expedited work, avoided errors, and simplified his business. He said that he would not think of going back to the old plan.

Dr. Hynson stated that at the Hynson Westcott store in Baltimore a ticket system, which was superior to any he had ever seen tried out, was in use. These tickets show who took the order, who wrapped the parcel, who received the money,

as well as other information about the sale. He was of the opinion that the cashier plan consumed too much time.

C. D. Bradham, of New Bern, endorsed Mr. Chalk's system, and explained how his stores in New Bern use the cashier method together with cash registers.

Chairman TARKENTON: On the program tomorrow I have three prizes to offer. The first is a cash prize of ten dollars offered by H. K. Mulford Co.; the second is a handsome copy of the U. S. Pharmacopœia, donated by W. H. King Drug Co.; while the third prize is ten dollars' worth of Euthymol tooth paste, contributed by Parke, Davis Co. These prizes will be given the members reading the best papers during the meeting. As a committee to decide who shall be the winners I will appoint Messrs. Zoeller, Grantham, and Purcell. We will now have a paper by Mr. J. G. Beard, the subject of which is "Relief from the Alarming Scarcity of Drug Clerks."

#### RELIEF FROM THE ALARMING SCARCITY OF DRUG CLERKS

By J. G. BEARD

I wish to bring to the attention of this Association the important question: What Can Be Done About the Present Alarming Scarcity of Drug Clerks?

It is no news to say that the drug clerk shortage in this and other states is very acute. Nor do I wish to be considered an alarmist when I state that hard as it is to secure a clerk today it will be infinitely harder a year hence if the situation continues without change. We can let the matter drift on to its logical, embarrassing worst, or we can take steps to remedy it. Caution and common sense should impel us to let some action be substituted for our present inertia.

In searching for a solution to this serious problem two thoughts suggest themselves; two alternatives are presented. First, steps might be taken looking to relief from the present drainage of pharmacists to the army that drug stores may not be compelled to close. Such a course might be state-wide or national in its scope depending upon the amount of co-operation we could secure from other associations. The work along this line that we might do could concern itself with educating exemption boards to the point of view that as at present constituted the Medical Corps could recruit its ranks from ordinary civilians and not disturb its routine of training since skilled pharmacists apparently are worth no more as members of the Corps than a man

from another walk of life, whereas the civil population would most surely suffer dangerous disturbance if too great an exodus of druggists were permitted. To state the same fact in different words I mean that when the request is made of the Surgeon General that pharmacists either be allowed a separate organization to increase the efficiency of the medical branch of the army or else be given rank and pay commensurate with the help their education and training suggest, they are met with the statement that pharmacy as practiced by the forces in the field is "canned pharmacy" which does not presuppose or really need of the enlisted man knowledge of civil drug store practice. That the separate exemption boards must be appealed to rather than expect any relief from headquarters of the general draft board is plainly attested by the following letter recently received from the office of Provost-Marshal General Crowder by the general attorney for the N. A. R. D.:

"Your communication of the 27th instant received wherein you state that some provision should be made in the operation of the draft for deferred classification for druggists' clerks and drug store owners.

"Permit me to say that under the Selective Service Regulations there is no authority to grant deferred classification except by the application of the rules for classification by the local and district boards. The district boards have exclusive original jurisdiction to hear and determine all questions on claims for deferred classification by or in respect of persons engaged in industries found to be necessary to the maintenance of the military establishment or the effective operation of the military forces, or the maintenance of the national interest during the emergency.

"It is not the policy of this office to attempt to define a necessary enterprise. What might be a necessary enterprise for one locality, might not be in another one, and confusion and error would likely arise if a general attempt was made to prescribe what are and what are not necessary enterprises within the meaning of the Selective Service Regulations."

The second plan suggests that we could do as so many trades and professions are doing—train women to take the place of men in drug stores. Of the two courses, the latter appears the easier to pursue. But can women act as satisfactory substitutes for men as pharmacists? And if they can is it possible to quickly remove the proverbial prejudice which many men have for women serving in any capacity save a position in the home, or at the outside as teachers or stenographers? I feel safe in answering yes to the first question for I firmly believe that women could and would make good in drug stores. I do not feel equipped to vouchsafe an answer for the time-worn prejudice proposition.

Two convincing facts refute the idea that women are not capable of making good pharmacists. One is that they are physically and mentally equipped for the work and possess a potential love for it, and the

other that in all the sections where they have been tried out they have proved successful. I am speaking generally, of course, and concede that members of this audience might cite an exception to my statement with the thought that it would revoke the rule. There are sorry women clerks just as unfortunately there are worthless men clerks but in the main I contend that we would do well to encourage the right sort of women to enter pharmacy.

In considering the proposition of women pharmacists one might wonder what qualities should be possessed by any one, male or female, who contemplates becoming a successful druggist. Without claiming absolute accuracy or completeness for my answer I should say that eight attributes contribute most largely to success. They are in the order of their importance: (1) Love for the work, without which in pharmacy as in any vocation the greatest possibilities cannot develop; (2) Honor, which presupposes honesty, reliability, veracity, and a will to forget that long profits must always be ignored if the gain is contrary to common ethics; (3) Accuracy, since upon this quality lives are constantly at stake; (4) Intelligence capable of developing the compound of scientific and commercial skill; the ability to properly prepare and then successfully sell the products of a modern pharmacy. Intelligence which will be attentive to detail and yet not lose vision; (5) a personality, either natural or acquired, which is sympathetic to sorrow, encouraging to fear, and conducive to sales; (6) Dexterity to a reasonable degree; (7) Neatness; and (8) Enthusiasm. This list may number qualities not essential to a successful druggist but I contend that it enumerates none which women collectively do not possess. The work would appeal to most women and in many cases they would develop an enthusiasm and a pride in the profession that would shame many of the present incumbents. They are strong enough physically to endure the long hours and sufficiently equipped mentally to make good druggists. Certainly they are attractive and neat, and long training in the arts of housekeeping and sewing has developed dexterity and quickness. As stated before, where women have been tried they have made good as pharmacists. The Middle and Far West have long since utilized their services; the North has to a more limited degree. It remains for the conservative South to recognize their fitness and availability and then become active in persuading them to enter drug stores. There is hardly a single industry in England which does not number women in large proportion among the workers. Granting that this step was not voluntary, but forced by war conditions, the fact remains that where an English woman's strength has been adequate she has made a splendid success in each new undertaking. American women hold just as splendid promise. I quite agree with the Druggists' Circular for May in saying that "In colleges women have demonstrated their knowledge of the theory of pharmacy; at board exam-

inations they have made high ratings; in hospitals they have shown unusual proficiency as dispensers; their patience, their quickness to see and ability to consider small details, has given them a status in the realms of general salesmanship which men could not take from them, no matter how vigorously they might try. Good reports of women's serviceability as drug clerks are not lacking, and would be much more frequent but for the difficulty they have experienced in securing such positions. Conservatism and other things which have been back of this difficulty \* \* \* will be broken down by the social cataclysm accompanying the world war. Pharmacy needs women as it never needed them before. Women will find pharmacy an agreeable and remunerative occupation." And again, "General social and industrial conditions in this country have changed much since the United States entered the war, and they will change more during the continuance of the conflict. When the war is over, social and industrial conditions will not drop back to what they were. Women who rise to the present emergency will not have to subside when the emergency is past. Whether this will help or harm women or society is now beside the question. Pharmacy is a congenial calling for women; both the work and the wages should lure them into it, and once firmly entrenched in the pharmaceutical field, women will be able to hold their own."

A man for whose judgment and clear thinking I have the greatest admiration is Dr. William B. Day, of Chicago, Secretary of the American Pharmaceutical Association and Dean of the School of Pharmacy of the University of Illinois. Dr. Day has the following to say on the subject: "There is no real reason why women cannot carry on the retail drug business as well as men and give as efficient pharmaceutical service; especially in neighborhood drug stores would the ability and tact of women be most helpful. While the hours are rather long, yet no hard physical labor is entailed and the work is such that women are by nature adapted to it and with adequate training become expert. We find that our women students fully hold their own with, and, in fact, often excel, the men, not only in the theoretical portions of the course, but in the practical laboratory work as well. Some of the finest pharmaceutical preparations made by students in the school this year are the work of women students."

The catalogues of western pharmacy schools show the presence of many girls studying to be druggists. For example, seventeen per cent. of the pharmacy students in the Iowa State University are women. In the Brooklyn College of Pharmacy the number of girl students increased forty per cent. in 1917-18. There are thirty women registered in the Massachusetts College of Pharmacy. So it goes all over the country. A young lady has just finished the two year course in pharmacy at the University of North Carolina. Her average grade for the

two years ranked third in the entire class. She was only excelled by two boys, both of whom had had four years excellent drug store experience.

I need not prolong this paper further than to add the following statement. It is undoubtedly true that drug clerks are scarce and getting scarcer. Either the present drainage of young pharmacists into the army must stop, or many stores must close, or else women must act as substitutes for men. Where women have been tried they have proved successful. They are available. What are we going to do about it? Pharmaceutical associations were organized to handle just such problems as this. If it is the sense of this meeting that women should enter pharmacy in sufficient number to relieve the shortage of men, then some steps must be taken at once to secure their admission. In such event I would suggest that among other things this Association delegate to a committee of five the task of preparing an attractive pamphlet or booklet which would enumerate reasons why pharmacy is an attractive field for women; which would assure them a cordial reception should they enter; and which would give them reasonable promise that they would not be discriminated against in the improbable event that there should be a surplus of clerks when the war is over and soldiers return to civil occupations. This pamphlet should be distributed to every woman in North Carolina who seems a likely candidate for a drug store by the several County Chairmen of the Legislative and Membership Committee.

Chairman TARKENTON: We have a gentleman with us who has done more for the future of North Carolina's pharmacists than any man in it. I have reference to Professor E. V. Howell. He has a paper to read.

Professor HOWELL: I haven't a talk, but several papers to present by title, with a few words in explanation of two of them. These papers represent work done by students in the Pharmacy School at the University of North Carolina. The first relates to dyestuffs, and was written as a thesis by Miss Minerva Bingham, of Rutherford. (Professor Howell displayed some forty or fifty samples of fabrics dyed with vegetable dyes by Miss Bingham. The list included cotton, wool, and silk materials, also samples of batic work. He stated that all the colors were fast, having been tested repeatedly, and all were made from vegetable dyes.) I also have a paper here on oleomargarine. (Samples were shown.) This paper was prepared by Mr. A. C. Cecil, a third year student. It relates to

new synthetics, and a sample of each is here on the table for inspection.

Chairman TARKENTON: We have a member with us who has made his name famous at soda fountains throughout the country—Mr. C. D. Bradham, of New Bern, manufacturer of Pepsi-Cola.

## SUGAR AND SUGAR SUBSTITUTES

BY C. D. BRADHAM

Food will win the war! It will not be machine guns, ships, submarines, airplanes, men, ammunition or cannon, but FOOD that will win the war. This is no dress parade war, no naval war, no airplane war, no trench fight, *per se*, but it is the real thing, with worldwide possibilities and responsibilities. No one has the right to refuse to sacrifice luxuries, and if our "Soda Water" falls in this class, then the fountains in our drug stores will have to close. Our boys going over the top are opening their veins, and those of us who constitute the bread line of defense will have to open our pocket-books and close our mouths to sugar, wheat and meat until the Hun is sent to Kingdom Come and a world-wide peace is firmly established.

We have no precedents to guide us in solving the many perplexing problems constantly arising—the necessities require cool heads, clear thinking, and steady nerves. We must have an everlasting faith in the justice of our cause, in the glorious future of our country and implicit confidence and faith in our leaders, and, permit me to add, leader and man are both living up to the traditions of our illustrious ancestors who immortalized themselves in 1776 and 1863.

The business man in general has accepted the command to "Conserve" without a question and we are mainly conserving, especially the manufacturers and housewives, but I'm afraid the dispenser—the fountain dispenser—has a few lessons to learn in the economy of fountain operation. (The soda boy dispenses more sugar to each customer than is actually necessary).

But I am to talk to you about sugar—not about its place in chemistry, but in commerce—in the drug store; incidentally substitutes will be mentioned. We consumed 330,000 more tons of sugar in 1917 than in 1916, an eight per cent. increase, yet no one has ever accounted for its disappearance. This increase came despite our conservation campaign. Our per capita consumption in 1917 was 84 pounds. Total consumption in 1917 was 4,428,688 tons; in 1916, 4,097,640 tons; the actual household use is about 60 pounds per capita and 24 pounds per capita for all other purposes (this includes our soda fountains). A careful estimate seems to give 2,100,000 tons for table use, 650,000 tons



for canned goods and preserves made at home; 1,650,000 tons used for manufactured products, jams, jellies, canned goods, soft drinks, ice cream, confectionery, baker products, etc. The amount used in beverages, that is bottled and fountain beverages, soft drinks, is approximately 135,000 tons or about three per cent. of the total consumption. The U. S. Food Administration gave out these figures and further said: "There is no absolutely reliable statistical information relative to sugar consumption."

Is there a shortage? We can reasonably account for a large part of the increase in consumption due to canning and preserving, which followed the nation wide campaign of publicity from office of Food Administration. No doubt many thousand pounds were hoarded by householders and others, thinking, perhaps, that the Sugar World was coming to an end! While many patriotic citizens, consistently and conscientiously economized in use of sugar, many others increased the quantity used and some people began the use of sugar who had not habitually used it! A husky lad was heard to remark, "Can't get sugar down home, not that I need it, for my coffee is good enough without it, but I shore do use 'sweetenin' up here." The constant agitation of the question of sugar shortage is partly responsible for hoarding and increased consumption. In 1917 the supply of sugar was not equal to the demand.

#### SUPPLY FOR 1918

The available sources of supply from which we may look for our sugar will yield approximately 6,790,000 tons. If our consumption and the Allies' needs equal the amount used in 1917, there will be just about enough available to meet the demand.

#### THE 80 PER CENT. RATION

To be on the safe side it was necessary to put a check on manufacturers and dispensers of soft drinks, confectionery manufacturers, etc., so the U. S. Food Administration issued regulations to take effect May 15, 1918, requiring all manufacturers and householders and every one purchasing sugar in lots of 50 pounds and more to get sugar certificates from the State Food Administrator, giving permissions to buy from the dealer. The allotment of this certificate for manufacturing purposes, soft drinks, etc., except where the sugar was to be used for canning and ice cream, was based upon 80 per cent. of the consumption between January 1st and July 1st, 1917, and this must be shown by answers set out in the questionnaire—a form prepared by the U. S. Food Administration. All kinds of sugar are included in this regulation, such as *softs*, *seconds*, *clarified*, Southern Granulated, invert, beet, and the various familiar sugars of commerce. From the present supply and outlook, we will have plenty and probably a little to spare, but the International Sugar Committee under date of May 3d states:

"The stocks at the six ports on April 30th were only 20,000 tons greater than at the same time two years ago; the great increase in stocks is in the eastern end of the island."

This committee states that the main factors affecting the movement of sugar stand out more clearly as the season advances—this evidently refers to ships and centrals grinding, however, the statement is made that stocks are accumulating in the Middle West and in the East against the needs of the canning season. But will this stock in reserve help out the soft drink business? Evidently we may be thankful to get an allotment of 80 per cent. for the next six months, based upon our consumption for the same time during 1916 or 1917. If the canning industry does not use this surplus may we confidently expect an increase in our allotment? I feel satisfied that the Food Administration's attitude is favorable to the soft drink industry. The statement has been made by the Food Administration that "The soft drink industry will not suffer, if the manufacturers are alive to their opportunities and if they continue to co-operate with the U. S. Food Administration in the future as they have done in the past."

The fountain dispenser should be included in this broad and liberal statement and is, I take it, but are we in general conserving sugar at our fountains? Do we not still permit the fountain boy to dispense two ounces of syrup where one is amply sufficient? Just a week ago I was told by a precocious youngster that he knew how much syrup to use in the glass beverage, which, when handed to me, was entirely too sweet for any palate! The owner of the fountain looked with dreamy, doubting eyes far into the street, when his attention was called to the unnecessary waste. At the Pennsylvania Station in New York and at several down town restaurants the full and public sugar bowl was in evidence on the counters and tables. At one counter the waiter said, "Use all the sugar you want." The problem of conservation of food is one largely up to the individual and he who will waste food is an ally of the Hun. Caution and economy is necessary in the consumption of sugar at this time. The fountain can help, must help, and will help! Cut down the allotment of sugar to each glass 20 per cent.—your customer will approve, possibly will never kick; his tooth has been cultivated by careless dispensers until he needs to have shorter sugar rations.

#### SUGAR

It might be well to consider sugar other than cane, for an understanding of this subject.

#### INVERT SUGAR

Cane sugar is a constituent of fruits, and is accompanied by its decomposition products, known as invert sugar. Under certain conditions cane sugar undergoes a change and splits up into two other

sugars, which in combination are generally spoken of as invert sugar. The presence of acids and enzymes are necessary for conversion of cane sugar to invert sugar. The presence of acids in fruits accounts for the invert sugar found in them. In apples, pears, peaches and strawberries we find a large quantity of invert sugar also a smaller quantity of what is known as cane sugar. No cane sugar exists in grapes, only invert sugar occurs. Honey has only invert sugar. Invert sugar as found in commerce is a product of cane sugar by the action of heat in the presence of a dilute acid. In this form it has the physical properties of syrup, somewhat amber in color; it is less liable to crystallize and to ferment; it is about 25 per cent. sweeter than simple syrup of same density; in dilute solutions is liable to fermentation. I am informed that Nulomoline made by American Molasses Co., is invert sugar.

#### DEXTROSE AND LEVULOSE SUGARS

The combination of these sugars make invert sugar. Dextrose is grape sugar; Levulose is fruit sugar. They derive name from action upon polarized light, in presence of water; Dextrose diverting rays to right and Levulose to left; Levulose being the stronger in effect on polarized light, hence the name. Dextrose is not so sweet as Levulose and less soluble and readily forms crystals upon evaporation. These two sugars occur in equal quantities in grapes; if you dry grape juice, dextrose crystallizes and levulose becomes a viscid uncrystallized mass. In honey is often seen crystallized invert sugar and is referred to as "Candied Honey."

#### MALT SUGAR

Produced in Commerce by allowing grains, usually barley, to germinate—moisture and temperature being under control. When the requisite amount of diastase has developed—the grain is dried; and ground: enough diastase should be present to convert the starch present into sugar. If laundry starch is cooked and mixed with diastase or ground malt containing diastase the diastase will act on starch and form malt sugar. Maltose is changed into dextrose by heating in presence of acids.

#### GLUCOSE

Collect a quantity of the juice of human stomachs, dilute with equal volume of water, add a quantity of potato starch, heat to above boiling point and you will get dextrins—this is due in part to the action of the hydrochloric acid—converting starch into carbohydrates. Thus starch is treated in the manufacture of the glucose of commerce. The acid is converted into sodium chloride and the product reduced to a syrup consistency. If heat is allowed to act for a longer time, all the starch is converted and dextrose—that is, starch is first converted into

dextrins, then into maltose and then into dextrose. The product—nearly pure dextrose—is sold in commerce under the name of corn sugar. It is less sweet than cane sugar and while used in ice cream and bread-making is not satisfactory for flavoring syrups.

### SUBSTITUTES

With an 80 per cent. allotment we can supply our trade by giving only an ounce of syrup to the 7-ounce glass and by decreasing the amount of sugar in ice cream 20 per cent. Crystal Karo syrup, which contains 18 per cent. of sugar, may be used gallon for gallon with simple syrup for stock syrups. This is a product of the Corn Products Co., of 17 Battery Place, New York, and is sold in 5-pound and 10-pound tins at about 6 1-2c per pound by wholesale grocers. Write to Rogers, McGechin, Norfolk, and your wants will be supplied. This product is not chargeable against sugar allotment.

Refiners' syrup is offered as a substitute. This is a by-product in manufacture of sugar and can be bought by the wholesale grocer from his sugar jobber at about 75c per gallon. It is 20 per cent. less sweet than cane sugar syrup and has a distinct molasses flavor. Its use would be restricted to syrups where the flavor will overcome molasses taste. The American Molasses Co., 111 Wall St., offer a syrup at \$7.45 per 100. The particular grade quoted was called No. 10. I am informed this product is invert sugar syrup and is not chargeable against allotment. Formula: Sucrose 36 per cent., Levulose 18 per cent., Dextrose 18 per cent.

Corn syrup—Glucose—is used to add to volume more than for its sweetness. It is a good auxiliary sweetener largely in use by candy and ice cream makers. If it possessed enough sweetening power it would make a very good substitute, but it does not fully answer even when used in equal parts with simple syrup; the price ranges from 4 7-8c to 6c per pound. Glucose when diluted with water, if allowed to stand for a day or two, is liable to ferment. The use of equal parts of simple syrup and glucose is reported as fairly successful by one manufacturer. A formula which is reported a success in *National Bottlers' Gazette* is:

Glucose, 4 3-4 lbs.

Sugar, 4 1-4 lbs.

Dist. Water q. s., 1 gallon.

This makes a gallon. Mix in pan and bring to boiling point. Keep in *well-corked bottles*. Dextrose or corn syrup has been tried out as a substitute for cane sugar in making syrup, but is less sweet and the supply is largely used by bakers and some ice cream makers.

If food will win the war and sugar is a necessity for the boys who go over the top, then it behooves us as druggists and loyal citizens to

conserve every ounce of sugar possible. If we are in the habit of using two spoonfuls of sugar in our cup of coffee or glass of tea, we should cut this half in two and use one spoonful of sugar as we comprise the Food Line of Defense, and as food is a necessity to win the war, unless we are in league with the Kaiser, we should eliminate all unnecessary food. To the man in the trench, MEAT, WHEAT and SUGAR are vitally necessary—to us at home, MEAT, WHEAT and SUGAR are not necessary—they are now a luxury, and can be dispensed with. We can eat corn bread, vegetables and still have the same strong healthy bodies. There are people living today who remember the time when flour-biscuits were only to be had on Sundays and holidays and “sweetenin’” was limited to molasses. We were healthy then and we can be healthy and strong today on the same diet. The boy who was reared in that day and time, which was not more than 40 years ago, had a strong body, good teeth and splendid powers. The American people have been inclined to permit their appetites to play havoc with digestion and the assimilation of an unbalanced diet is productive of a poor physical development. Our race is not sturdy as shown by physical examinations of recruits for our army and navy.

The lessons of hardship caused by this great conflict now going on are bound to be productive of a more correct view of laws of health and right way of living. As the custodian of the family secrets and enjoying the confidence of the family, as well as the physician, the druggists of this country can have a powerful influence towards preaching the doctrine of right living. The public health is more necessary than public wealth. Our greatest asset is healthy bodies.

### BOTTLERS' FORMULAE FOR SUGAR SAVING SYRUPS

Based on Experiments Made in the Water Laboratory, Bureau of Chemistry, U. S. Department of Agriculture.

The quantity of sweetening ingredient to be used in bottled soft drinks depends chiefly on the acidity of the beverage and upon the consumer's personal preference. The acid beverages, such as ginger ale, cherry, raspberry, strawberry, pineapple, lemon, orangeade, grape, etc., require more sweetening than do the non-acid beverages, such as root beer, sarsaparilla, birch beer, cream, chocolate, etc. Some consumers, especially children, prefer a sweeter product than do others. Consequently, from the standpoint of sweetness, soft drinks may be divided into “sweet” products and “dry” products, and since a “sweet” acid drink requires more sugar or other sweetening than does a “sweet” non-acid drink, soft drinks may be further subdivided as indicated in Table I given below. The normal average quantity of sugar which has been used heretofore in beverages is as follows:

TABLE I

Normal quantity of sugar in soft drinks. Based on analysis made in the Bureau of Chemistry.

Non-acid group: Sarsaparilla, root beer, etc.

In "sweet" products.....3-4 oz. to half pint bottle

In "dry" products .....1-2 oz. to half pint bottle

Acid group: Lemon, grape, phosphates, etc.

In "sweet" products .....1 to 1 1-3 oz. to half pint bottle

In "dry" products .....3-4 oz. to half pint bottle

The chief sweetening ingredients proposed for replacing a part of the sugar in bottled soft drinks are corn syrup (ordinary glucose), corn sugar, maltose syrup, honey and high grade refiners' syrup. The Water Laboratory has tested most of these products in various combinations with many different flavors and has found: first, that none of these products except possibly high grade refiners' syrup can be used to replace all of the sugar; second, that each of these proposed sweetening ingredients possesses a characteristic flavor which may affect the palatability of the beverage unless they are used judiciously in the proper combination; third, THE KEEPING QUALITIES OF THESE PRODUCTS WHEN MADE UP INTO SYRUPS IS NOT SO HIGH AS ORDINARY SIMPLE SYRUP, BUT IF THE SYRUP IS FILTERED, BOILED AND USED IMMEDIATELY, THE KEEPING QUALITIES OF THE FINISHED BEVERAGE IS SATISFACTORY, AS OBSERVED OVER A PERIOD OF SIX WEEKS; fourth, the relative sweetness of the products mentioned above (excepting refiners' syrup), is as follows:

Ordinary sugar .....	100
Honey (44 deg. B.) .....	75
Corn sugar .....	45
Maltose Syrup (42 deg. B.).....	30
Corn Syrup (45 deg. B.) .....	20

Fifth, that these products can be used to replace one-fourth to one-half the amount of sugar ordinarily used and thereby effect a saving of approximately 50,000 tons of sugar a year, if the proper precautions are taken.

As a result of the experimental work, the combinations for sugar and corn syrup given in Table II are suggested for the different groups:

TABLE II

Quantities of sugar and corn syrup suggested for use in soft drinks. Quantities given to be added to each half pint bottle. •

	Sugar	Corn Syrup
(45 deg. B.)		
Non-acid group, sarsaparilla, root beer, etc.		
In "sweet" products (see 1) .....	$\frac{3}{8}$	$\frac{3}{4}$
In "dry" products (see 2) .....	$\frac{1}{4}$	$\frac{1}{2}$
Acid group, lemon, starwberry, cherry, etc.		
In "sweet" products (see 3) .....	$\frac{1}{2}$	$\frac{3}{4}$
In "dry" products (see 1) .....	$\frac{3}{8}$	$\frac{3}{4}$

Practical bottlers' formulae for the combinations given above are as follows:

(1) Each 1 1-2 ounces syrup to contain 3-8 ounce sugar and 3-4 ounce corn syrup (45 deg. B.).

Dissolve 100 pounds of granulated sugar and 200 pounds of corn syrup (45 deg. B.) in 27 gallons of pure water. The solution obtained will measure about 50 gallons. Filter, boil, and use immediately. Add 1 1-2 ounces syrup to each one-half pint bottle.

(2) Each ounce syrup to contain 1-4 ounce sugar and 1-2 ounce corn syrup (45 deg. B.).

Same formula as (1). Add one ounce syrup to each one-half pint bottle.

(3) Each 1 3-4 ounces syrup to contain 1-2 ounce sugar and 3-4 ounce corn syrup (45 deg. B.).

Dissolve 114 2-7 pounds of granulated sugar and 171 3-7 pounds of corn syrup in 28.6 gallons of pure water. The solution obtained will measure about 50 gallons. Filter, boil, and use immediately. Add 1 3-4 ounces syrup to each one-half pint bottle.

If it is desired to use a less concentrated syrup than the one given above and to increase the quantity per half pint bottle, the following formula may be employed:

Each 2 ounces syrup to contain 1-2 ounce sugar and 3-4 ounce corn syrup (45 deg. B.).

Dissolve 100 pounds of granulated sugar and 150 pounds of corn syrup (45 deg. B.), in 31.3 gallons of pure water. The solution obtained will measure about 50 gallons. Filter, boil, and use immediately. Add 2 ounces of this syrup to each one-half pint bottle.

A cream soda made with 3-8 ounce sucrose and 3-4 ounce corn syrup is less sweet than the other beverages of the same group and a chocolate made with 1-4 ounce sucrose and 1-2 ounce corn syrup is not quite sweet enough, even for a "dry" product. On the contrary, ginger ale made with 1-2 ounce sucrose and 3-4 ounce corn syrup will be too sweet even for a "sweet" product, the combination 1-2 ounce sucrose and 1-8 ounce or 1-4 ounce corn syrup being preferable. For a "dry" ginger ale, 1-4 ounce sucrose and 1-2 ounce corn syrup gave satisfactory results. One-half ounce sucrose and 3-4 ounce corn syrup will

make a "dry" grape beverage, but more sucrose will be required to make a "sweet" product.

With the exceptions noted above, and bearing in mind that the cherry, raspberry, strawberry, pineapple and grape tested were artificial flavors, Table II can be used as a general guide for preparing beverages of this sort.

If desired, the same quantity of maltose syrup (42 deg. B.) can be used in place of the corn syrup in formulae (1), (2), and (3). In the case of maltose syrup, care should be taken to purchase only a high grade product which is low in protein; otherwise, the keeping quality of the finished beverage will not be satisfactory.

If it is desired to use corn sugar or honey in place of corn syrup, it will be necessary to use only about one-half as much, since these products generally are sweeter than corn syrup. The corn sugar used in these experiments was slightly off flavor; consequently, it is suggested that corn sugar be used only in beverages with heavy flavors, such as sarsaparilla, root beer, etc., in which the slight, not altogether unpleasant bitterness is masked. It is suggested also that when corn syrup, corn sugar, etc., are used, the normal quantity of acid be reduced to two-thirds of the usual amount and that the normal quantity of flavor be increased by one-half.

Experiments on refiners' syrup have not been completed, but sufficient work has been done to show that the lower grades of refiners' syrups are not suitable for the manufacture of soft drinks because of their highly disagreeable saline taste. If only the highest grade is used, however, the finished goods should be satisfactory.

Bottlers are urged, in the interest of sugar conservation, to limit the production of beverages such as grape, phosphates, and other acid drinks which require a large amount of sweetening to render them palatable. By curtailing the output of this type of beverage and by making use of the formulae given above, it is believed that the normal production of bottled soft drinks need not be greatly reduced and yet the supply of sugar will be conserved.

Saccharin which some bottlers have proposed to use during the period of the war, has no food value and is considered to be deleterious to health. Its use is prohibited by the laws or regulations of fourteen states and is believed by the Department of Agriculture to be within the inhibition of the Federal Food and Drugs Act;\* consequently, it is not to be classed with such products as corn syrup, maltose syrup, etc., mentioned above.

The Federal Food and Drugs Act places no restriction on the use in soft drinks of corn syrup, maltose syrup, honey, corn sugar, and refiners' syrup. Their presence should be declared, however, on the label.

The Bureau will appreciate it if bottlers using these formulae will report the results obtained, especially any difficulties experienced in their application.

\*Food Inspection Decisions 135, 142.



C. D. BRADHAM: Mr. Keeble, of the Food Division of the North Carolina Food Administration is here to make a talk on the subject of sugar as it relates to drug stores.

Professor C. G. KEEBLE:

*Mr. Chairman, Ladies and Gentlemen:*

I am very glad to be with you this afternoon and listen to the very entertaining address of our friend Mr. Bradham.

I wish I could give you more cheering news than I possess relative to the sugar administration. Mr. Bradham has spoken of us as being machines with common sense and sympathy. Machines we are, and while we are permitted to use common sense yet I will go so far as to say we cannot use our sympathy.

Mr. Henry Page, the State Food Administrator, made the remark that so far as sugar is concerned the authorities at Washington had taken away all discretion. As Mr. Page's subordinate, I have no discretion whatever. You doubtless know we are working under a set of rules which became effective May 15th of this year. According to this set of rules no manufacturer, and those who have the sale of any product containing sugar, are permitted to buy sugar except upon the surrender of sugar certificates. These certificates are issued upon a certain statement, a form of which has been mailed or given to any manufacturer applying for them. These application blanks were sent out upon request up to and including the 10th day of June. Since that date no application blanks have been mailed out to manufacturers or what is termed statement aides. That is manufacturers of essential products, such as ice cream and medicines. These application blanks are sent out. For the less essential products there were issued certificates for an amount of sugar not exceeding 80 per cent. of consumption during the first six months of 1917.

From the very beginning the sugar situation began to grow more and more acute. We were instructed by the Washington authorities to construe these rules more and more strictly, which we have done.

We received advice from Washington this morning by telegram, to the effect that owing to German submarine activity

in the Atlantic ocean, and extreme shortage of ships due to the fact that we need all ships at present to transport men and supplies to France, that the sugar situation has become even more acute. We were instructed not to give to any manufacturer any additional allowance of sugar, and not to issue certificates to anyone and charge them against the next quarter's allowance. We were permitted to do that for a time, but we are no longer permitted to do so. We were informed that for the next quarter the allowance will be not 80 per cent. but 50 per cent.

No manufacturer of the less important products will be permitted to file certificates or sworn statements since the time limit which expired on June 10th. Those who have not filed applications will be compelled to close their soda fountains for the rest of the year, so far as the continuing of the soda fountain is dependent upon sugar. Of course, if they can operate them without buying sugar it is perfectly legitimate. Even the amount to housekeepers has been reduced from five pounds to two pounds for those in town, and from ten to five for those in the country.

The statement in the paper this morning caused considerable consternation, as I learned after coming down to the office. I received two long distance telephone calls, one from Wilmington, and the other from Asheville. They wanted to know if they could use the certificates which we had issued. They seemed to think the certificates were not to be used. I told them both the statements in the newspapers were incorrect. You have a perfect right to use the certificates. The information the newspaper meant to convey was that at the meeting of the County Food Administration yesterday a resolution was passed that all soda fountains operated in connection with grocery stores and cafes must be closed at once, or the cafes and grocery stores closed and the soda fountains operated, but they were not permitted to run both. That had no application to drug stores or to anyone who does not run a grocery store or cafe in connection with the soda fountain.

The County Food Administrators were instructed by Mr. Page to close up all such concerns as soon as they returned

home. These people who have been already issued certificates will turn over the stock into the cafe or grocery business. Those who have not filed a statement will be required to file a statement showing that they have exceeded the allotment of sugar, and have already been directed to hold the sugar subject to the State Food Administration.

Nobody knows how long this condition is going to continue. We hope not long; that the submarines operating on our side of the water will be destroyed or forced to go back to Germany, and that we will have so many ships that there will be no difficulty in obtaining sugar from Cuba and Porto Rico. We are told that there is no sugar shortage, if we could only get to it.

If there are any questions I will do my best to answer them.

A MEMBER: If a man is not permitted to buy sugar he may buy all syrups?

Professor KEEBLE: He may buy all syrups especially prepared. He may operate his drug store if he does not buy sugar, but so far as the purchase of sugar is concerned he must close it.

Somebody asked about vanilla syrup. If a man makes his own syrup from sugar he must account for it. If you buy a syrup which is not for general use it is not to be accounted for.

A MEMBER: Is a record kept?

Professor KEEBLE: It is charged twice, by the man who sells it and the man who buys it.

A MEMBER: Can a man buy ready prepared syrup?

Professor KEEBLE: Yes and it need not be accounted for. Mr. Page explained that vanilla syrup would have to be accounted for, or any syrup that could be generally used.

The meeting adjourned at 5:30 p. m.

## SECOND SESSION

Wednesday Evening

The second session of the North Carolina Pharmaceutical Association was called to order at 8:40 Wednesday evening, June 19, 1918.

PRESIDENT MATTON: Our session this evening will be devoted to an address on commercial pharmacy. I will ask Mr. J. G. Beard to introduce the speaker.

J. G. BEARD: *Mr. President, Ladies and Gentlemen:* I assure you that it is a pleasurable surprise to serve as a substitute to the member who was delegated to present our distinguished visitor but who, at the last minute found he could not attend the meeting.

Two years ago at Wrightsville there came to us a druggist from Baltimore to make our principal address. During his visit he not only gave us pleasure but profit as well. We expressed our gratitude and appreciation by making him an honorary member of this Association. I am very much pleased that he comes to us tonight for a return engagement. This man of whom I speak is the senior member of the firm of Hynson, Westcott and Dunning, ethical, widely known pharmacists of Baltimore. Besides being an active druggist who loves and works for the advancement of the commercial side of the profession, he expresses his interest in the professional side as a member of the pharmacy faculty of the University of Maryland, and is a scientist of note. This druggist of whom I speak has always taken an especial interest in association work, believing that only by unified, co-operative endeavor can pharmacy be advanced to the position it deserves. A tireless laborer for the Maryland and American Pharmaceutical Associations, in both of which he has held high offices, he is today regarded throughout the country as a man who not only holds high principles, sane ideals, and constructive ideas, but one who will fight to the last in furthering his beliefs. One could not know this man long without loving him, watch his work with

out admiring him, or follow his teachings and not be benefited. I am assured beyond question that I voice the feelings of every member of this Association in heartily welcoming again Dr. Henry P. Hynson, of Baltimore, one of us through adoption, and the best of good fellows.

### LITTLE THINGS IN PHARMACY THAT HELP TO WIN SUCCESS

BY HENRY P. HYNSON, Phar. D., Baltimore.

"Little drops of water,  
Little grains of sand,  
Make the mighty ocean  
And the pleasant land.

"Little deeds of kindness,  
Little acts of love,  
Make this world an Eden,  
Like the Heaven above."

It may be because these were the very first little verses that I ever committed to memory that I have always highly regarded the so-called "small things" of life. I believe, however, that our respect for the more commonplace is an inheritance that is strengthened and enlarged by very early environment.

It is a fallacy, and I plead guilty to the sometimes fault, to classify anything as "small" that is an essential in the practice of pharmacy, in any of its varied phases. The lifting of an inexperienced, unknown personality up to and on the plane of even moderate success by a chain of innumerable items is, I charge you, no small undertaking and I would make positive the fact that while the chain may be made up of links of unequal sizes, each link must be of sufficient strength to bear the larger, the composite burden. It is indeed then a dangerous practice to undervalue the importance of any link in the endless chain of our daily doings, for it may be the very smallest that best fits the cogs of the wheel of public confidence, which, after all, is the power that lifts us most surely and most satisfyingly to a really comfortable success.

There are a number of new things in pharmacy with which I have become more or less familiar since I last had the pleasure of being with you. While some of these might be interesting to you all and a discussion of them possibly helpful to many, they do not, in my judg-

ment, offer me the means of helping the rank and file of North Carolina pharmacists and those with whom they are associated. I shall, therefore, at the risk of being criticized in some quarters, call your attention to many bits of pharmaceutical knowledge which are an acknowledged part of the art and science, but not valued at their real worth and not practiced as generously as they should be to give pharmacy its proper standing among the other honorable vocations of a community or to give the individual the direct and indirect recompense he needs to bring him satisfying contentment, which, after all, is true success.

Let me stop a moment to tell you what I mean by direct and indirect recompense. I classify the attainment of professional prominence, community popularity and financial affluence direct compensation and I classify the help that you, as pharmacists, may offer mankind and especially the good you may do in relieving invalid humanity, indirect recompense. While we must have the necessary amount of the former, I believe we all are happier in the possession of the latter.

The great small things to which I will endeavor to make you give greater value, if you will bear with me, are not, by any means, so small that they are not subject to general laws and to rules governed by general laws. In fact, if we have a proper appreciation of scientific and economic laws and are controlled by them, we will invariably have a protecting respect for every item of procedure that goes to make up the sum total of our activities. All that I will call to your attention this evening will, I believe, be subject to the more general laws of order, proportion and appropriateness, or are controlled by the several rules of more acceptable esthetics.

So I come to you, without armor and without arms, vigorously riding my old hobbies and with an earnest hope that, through the varied experiences of my many active years in the different phases of pharmaceutical practice, I may be able to help you in your desires. How happy I shall be when the evening shadows of my life are falling if, by chance, there shall be a word dropped that will assure me that someone has been aided in his life's work by a greater appreciation of commonplace things and, through him, another and still another has found the way to success all the less trying.

"And not a drop that from our cups we throw  
For Earth to drink of, but may steal below  
To quench the fire of anguish in some eye  
There hidden—far beneath and long ago."

For greater convenience and in accord with the proper division of our calling, the remainder of my address will be divided into two parts: namely, Technical Pharmacy and Commercial Pharmacy.

## TECHNICAL PHARMACY

## UTENSILS

"Neither wise men nor fools,  
Can work without tools."

Every pharmacist should not only have suitable and appropriate utensils, but he should have plenty of them, not one, two or three graduates, but dozens of them, dozens, and as many mortars—wedgwood, porcelain and glass—and beakers and flasks, and funnels and strainers, and everything to facilitate and make possible the best dispensing. There are many economic reasons why there should be an abundance of utensils in a pharmacy and, most important of all, it is desirable, rather absolutely necessary, that all apparatus used for measuring or weighing should be of the most accurate kind. Look after the accuracy of your graduates and your weights and the delicacy of your balances; many, aye most of the difficulties that pharmacists have had with Pure Food and Drug Commissioners have been on account of their weighing and measuring appliances, coupled with unpardonable carelessness in using them. Look after these things, paying just a little heed, also, to the tingling bells of your consciences.

May I throw out a gentle hint that there is no better place for you to apply and actually use, directly or through your employees, your greater knowledge of chemistry and physics, your knowledge of acids, of alkalines and of solvents than in keeping your utensils clean and bright—and some of you, I am sure, might let a little of this higher knowledge flop over and into your soda glasses and around and about your entire soda outfit. If this pharmaceutical skill of which you are so proud does not get and keep busy in the particular sort of doings to which I have referred, stimulate it with proper doses of "The Golden Rule" and standardize it by what you expect of the cook and dish washer at home.

Get astride of this cleanliness hobby of mine and ride the old nag for all she is worth. She will carry you to success, through the appreciation of your customers and on a reputation that goes with it, more rapidly than any one thing will do it. Are you using plenty of absorbent cotton and sterile gauze in your prescription department, not only for strainers, but as actual cleansers of many things? Are you using paper towels instead of the proverbial "drug store towels"? Paper towels are fine, but paper cups at your soda fountain—oh my! Do you like to drink out of these? There is nothing that compares with a clean bright thin glass. Have plenty of them, ready to use, and don't chase your good customers away by pretending to wash glasses while they are looking at you, even if you do rub them all around inside with your pretty little fingers. Such is a very personal attention that is not

appreciated. Dipping glasses several times in a not-too-clean trough into which your hands also go is not appetizing.

I would not bore you reciting details wherein pharmacists fail to appreciate the value of cleanliness, but may I not hope that North Carolina, which has and does lead and excel in so many things, will take up this one item and promulgate it to such an extent that the "Old North State" will show to the world progress in pharmacy along this line that will place the drug store in accord with the modern hospital, the modern bakery and the modern dairy. This can not be accomplished without pains and considerable expense. It means better plumbing, more paint, complete screening and, above all, a sufficient number of neatly clad maids systematically trained and kept constantly at work cleaning, eternally cleaning.

#### CONTAINERS

Externals, the things visible, are the items upon which we may depend to do us harm or service. I have faith enough in my fellow pharmacists to believe that it is only "the few black sheep in the fold"—the freaks—who do not give the best materials they can purchase or who do not prepare them as best they know how or as they *think* they should be prepared. But I am quite sure there are many tons of excellent materials and many, many hours of good toil, coupled with creditable skill, that go into your drug stores to do you absolutely no good in winning for you confidence and helpful reputation, because it is sent out in unattractive, inappropriate containers and these forbid-ingly and most carelessly labeled. I am not a scold, not that; I am simply expressing my serious opinion regarding a reckless waste of opportunity to win success. "Winning Success" is my text and I must be honest and fearless in my sayings. Technic is technic, no matter where it is used. It is just as necessary and much more profitable to you "week-day" pharmacists to know how to wrap a package and to properly wrap a package as it is for you to know how to make a titration and properly make a titration. The former process, with its endless variations, is much more difficult to learn and practice than the latter, no matter how commonplace it may be considered. The prevailing idea that any old style of wrapping will do places the pharmacist on a plane with the grocer and hardware merchant. When standards of neatness and care are discussed, he does not begin to compare with the jeweler in this regard. Facility in wrapping packages properly is pharmaceutical technic just as the proper tying of a ligature is surgical technic. It takes no more time to fold a powder paper or wrap a package properly than to do it without effect, if you have the technic, which means successful practice, besides the good technician saves large amounts of paper. Those who do not know how to execute properly and are not aware of the effect of proper execution are bound



to underestimate its importance, whether it be in music, art, surgery, pharmacy or what not.

A consideration of containers naturally brings to mind bottles and some may say there is no choice in bottles, but there is a very great difference in bottles. Differences in the quality of glass, differences in the manner of molding or blowing, great differences in the tool work on tube vials, differences in the solubility of the glass and, more important, differences in the alkalinity they impart to aqueous solvents. Careful scientists and manufacturers are paying much attention to the solubility of glassware these days.

You may carry a full line of bottles with respect to regular sizes, but have you a few of each of the odd sizes when you need them?—One and one half ounce; ten ounce; twenty ounce and larger containers of flint glass, half gallon, gallon and two gallon sizes and a clean bright five gallon demijohn that is occasionally required. When you need these odd containers, you need them very badly and at once. A clean dry bottle is a little thing, yes, but tremendously large in importance when it is needed for an oil spray, or even for castor or cod liver oil. Have you distinctive bottles for external use remedies and for poisons and are you equipped with amber, red-amber bottles, for silver salts and other light-sensitive substances? Again, have you well ground glass stoppered bottles of various sizes for cork-corrosive substances like strong acids and volatile alkalis?

There are many styles of ointment jars, some fit and others very unfit for the use for which they are intended. You had better use a pill box for yellow mercuric oxide ointment than a flint or white glass jar. Then there are a series of collapsible tubes that are fast taking the place of ointment jars that you use and boxes or cartons in which to dispense them. There is the little thing of lining metallic tubes with resin and the other little thing of quickly and properly filling and sealing them; well done, a help along the road to success, badly done, an obstacle in the way of progress.

Pill boxes and powder boxes you have, of course, in a great variety, but are they of good quality with shoulders and turned edges? Have you suitable labels for the various sizes and, besides these, have you dusting powder boxes and boxes for eye solutions and the droppers combined; plaster boxes—few are needed now, but one is mighty handy and helpful when you can use it. A little thing is to line a suitable paper box with paraffine for a cake of soap that may be prescribed. This paraffin lining for boxes and tin cans is often just what is necessary for very moist, or very oily or corrosive substances. Speaking of tin cans reminds me of the "little thing" of sticking a label on tin or highly glazed cardboard in such a manner as to make it really stick. Of course you know how to do it. Well, be sure to tell the "boys" how to do it and see that it is done.

This subject of containers and labeling containers is practically unlimited in detail. I have mentioned "labeling" and find myself astride another favorite hobby. You would all be much happier and greatly more interested in your business, if you felt as I do about labels and labeling. I must control myself in this regard. It really pains me to see the generally bad work done in this strikingly tell-tale part of pharmaceutical practice. It is an independent subject, quite large enough for an address, consuming more moments than you could endure in one evening. I will attempt no more now than suggest a few "little things"—these: a clean dry ink-well and fresh ink every morning; new pen points every morning; a good new blotter every morning; a thorough cleaning of the type of your typewriter every morning; a new ribbon for the typewriter just before it is needed. The typewriter that uses no ribbon is an impossibility. Stop abbreviating, stop abbreviating, and be sure to use "of" when it is required. In writing, make lines and spaces that will enable you to cover your label and leave it evenly balanced. Then paste the label and put it on *right*. If you do not know how, label a dozen or two bottles and let your wife or sweetheart tell you which are right and which are wrong. You may learn more about labeling from your toilet preparations than from any other class of stock. Some perfumers exhibit as much good taste in their containers and in labeling as they do in the adjustment of their odors. You know how much the style of package has to do with the sale of these goods!

#### DISPENSING

Now I am overwhelmed in an ocean of little things, but since I am in it, I will do my best to keep on the surface and not deluge you with my splashing. I will not presume to tell you how to do the "little things" that will bring you success in this phase of your work, but solemnly urge you to do them.

*Bulk Powders.* Have them fine, very, and evenly fine when they should be fine, especially dusting and insufflation powders and have them coarse when they should be coarse; this applies particularly to substances for "teas," home-made infusions or decoctions.

*Powders in Papers.* Divide them equally by weighing each powder, if larger than ten or fifteen grains. Keep the powder in the paper. Do not allow it to get into the folds and certainly not in the box. Use waxed paper for moist and volatile substances. Wrap in two papers if necessary. Place powders of very volatile substances in wide mouth glass stoppered bottles. Fold all the papers *exactly* alike and to fit the box; make them look like a real pharmacist had dispensed them.

*Pills.* Make them firm enough to stand up and remain round, but soft enough to disintegrate in the stomach or intestines. Make them

all the same size, *the same size*, and make them all round. Make white pills white and dispense with dusting powder to match. Use very little dusting powder, except when much is needed, to prevent pills from running together or sticking to the box, then use plenty.

*Capsules.* "Mass" or "dry" are not as easy to prepare and present in an attractive style as many suppose. The mass or powder should be perfectly uniform in appearance, that is; should look well through transparent capsules. The capsules should be full, but not too full. Never so full as to prevent the cap being pushed on as far as it would go, were the capsules empty. This insures filled capsules of uniform lengths. If this cannot be done, then a larger capsule is indicated. The gelatin of the filled capsule should be just as bright and clean as it was before it was handled. Hard capsules containing liquids and sealed and sealed soluble elastic capsules should be washed with alcohol and dried on clean gauze before they are dispensed.

*Ointments.* A former Baltimore dermatologist had a quotation from Parrish's Pharmacy printed on each of his prescription blanks, stating that an ointment should be perfectly smooth and entirely free from grit and rancidity and added that one of the principal ingredients should be a generous amount of "elbow grease." Ointments will do more to establish a pharmacist's reputation, if properly made, than any one class of preparations and, if poorly compounded, and badly dispensed, the converse follows.

*Suppositories.* Do you ever make them? You have made them, of course. I mean are you in practice? Do not send them out unless they are right. It will do you less harm not to fill the prescription for suppositories, if you are not equipped for making them and are out of practice. Many that are dispensed are simply shocking. They are much easier to make than many pill masses with which you have to do, but they cast dark reflections on your abilities as a pharmacist, if indifferently prepared.

*Plasters.* Those that must be spread extemporarily. These are much like suppositories in their effect on your reputation. An occasional prescription for such had better be sent to some pharmacist who has considerable of this work to do. A plaster that is not about right is a very bad advertisement.

*Mixtures.* Almost everyone thinks these offer no opportunities to show skill, which is a mistake, and it is a much greater mistake to take liberties with them by changing the liquids prescribed or by adding more or less suspending material than is required. The few "little things" about them to which I call especial attention, which you should prevent, if possible, are: the hardening of the solid matter in the bottom of the bottle, making it impossible to "shake it up" easily; the pres-

ence of lumps of solid matter and the formation of carbon dioxide which will cause the blowing out of the stopper, the outflow of liquid or the greater misfortune, the bursting of the bottle. Any or all of these troubles are invariably blamed on the pharmacist to the great injury of his reputation.

*Emulsions.* A subject that has more recently received highly scientific treatment and much has been learned about them. It is an "old time and endless" subject. I will attempt no more than to impress you with the facts that a so-called "permanent" emulsion is not necessary and hardly possible. Efforts to make such often lead to the making of emulsions that are entirely too thick to pour readily or to be acceptable to the patient. They should mix easily, upon shaking, and should not be kept on hand for any great length of time. Emulsions become acid very rapidly. Keep this in mind. A point in connection with these is the flavoring. A hit may be frequently made by suiting the flavor to the peculiar taste of your customer.

*Solutions.* This, more than any other class of preparations, offers the greatest opportunity for the exhibition of pharmaceutical skill and good judgment. As promised, I will not go into the details of pharmaceutical manipulations, unless you wish to "rattle" me with questions at the end of my address. I will confine my brief remarks to the appearance of solutions. In the first place, a solution should be a solution, that is a liquid in which none of the matter supposed to be dissolved should appear, neither on, in or below the solvent. Certainly no foreign solid substances of any nature should be allowed to appear in a solution. The formation of an insoluble compound in the solution should be anticipated and provided for and the possible and undue liberation of carbon dioxide should be looked after as in mixtures. To the proper containers and stoppers for solutions, reference has already been made; these are very important.

The sterilization of solutions is rather new in pharmacy. Thorough study of the chapter on sterilization that appears in the last edition of the National Formulary should be made and the instructions followed, when necessary. Distilled water is absolutely required to make proper solutions especially if you wish them to appear bright and attractive.

## COMMERCIAL PHARMACY

This part of our work is receiving more and more attention from our leaders and our colleges, more knowledge of it is expected by the credit men of concerns of whom we make purchases and more, much more, of such knowledge is required by the times and by the changes that have occurred in general pharmaceutical practice.

Commerce is fast becoming a science that is to be taught in our universities and the commercial part of pharmacy must needs become scientific.

I shall not attempt to treat the subject in a broad comprehensive manner, but will confine my remarks in this part of my address as I did in that part referring to technical pharmacy to the "little things" that are so frequently overlooked, but which have much to do with the success of those who are really successful. There are not so many of these on the commercial side, but there are quite enough to engage our attention for a longer time than it will be discreet for me to use.

*Consistency.* I fear I shall fall back into saying some of the things I said when I spoke to you on advertising, but I am so sensibly impressed with the necessity for a thoroughly worked out plan of procedure in any business and then a consistent adherence to the plan and policies adopted, that I must call your attention to this particular idea and ask you to give it proper valuation. I mean more particularly, just here, that, if you start out with the purpose of having a fine or elaborate pharmacy, emblazoned with gold and diadems, you must have such a pharmacy throughout and *keep* such a pharmacy in every particular, otherwise your grandiloquent start will constantly reflect upon your doings and make your finish disastrous. I see pharmacists here, there and almost everywhere laboring under this handicap. Often it might be called an "inheritance." The purchase value of an old store is not dependent upon the original cost of the fixtures and appliances, but should be based upon the appropriateness or consistency of these. It is much better to have an originally plainly appointed store, carefully stocked and properly kept, than to have a lot of very fine or elaborate fixtures, poorly stocked and miserably unclean.

The best effect in a store is produced by having everything consistent and consistently kept—fountains, show-cases, prescription department, stock rooms, even the cellar. This is entirely possible and accords with best economic teachings. Any other effect is constantly shocking to your customers and calls particular attention to deficiencies.

Two suggestions I may make regarding the general appearance of things I deem especially valuable. One is to get rid of the usual shelves of stock bottles; they take up a lot of room. Many of them are not used at all; some are empty; the most of them are rarely used. They are an eyesore to most of your customers and spell "stale drugs." Those that are frequently used should have a place in your prescription department; the balance that contain really usable drugs should be placed in your stock room and the space formerly occupied converted into wall cases in which to store moving stock. The other item refers to your show cases and front wall cases. Use these for the display of goods, not for the storing of goods; dress them as you would dress and placard a window and re-dress them frequently to display new goods and to agree with the demands of the season and the several holidays, as your windows should be dressed. Using show cases

for the permanent storing of the same goods makes an untidy display and entails a great loss of valuable advertising space.

**Stock and Stock-keeping.** I will not attempt to discuss the big things in this connection, but will say that the perfect marking, orderly placing and sensible keeping of stock is half the battle. If there is anything in your establishment that is not good enough for *your* wife or *your* child, that can not be "cured," get rid of it at once. If it can be cured by drying, sifting, straining or filtering, or by anything of the kind, treat it and treat it at once. If there is anything in your store that you would put aside because it will not please your most fastidious customer and *it* can not be "cured," get rid of it at once. If, however, it may be cured by a new box, new label or in any other practical way, cure it at once.

**Salesmanship.** The personal appearance of the salesman and his grooming are especially important and his ability to talk fluently and grammatically are also important, but the thing in this regard in which you and your clerk are most apt to fall short is the very evident reluctance with which you meet customers. Seldom is it that a customer is shown the things he needs first and most—your willingness and readiness to wait on him and your anxiety to please him. This does not apply solely to drug stores; it does not, by any means. You feel and see the lack of it in almost every business place you enter. There may not be another customer in the establishment, but everybody has something else to do and no time or attention for you, until you show impatience, then the bad effect has been produced and no amount of good attention can overcome it.

**Deliveries.** I know how much trouble you have in making these, but they are just as important as the preparation of the prescription and the putting up of the order. I do not believe we employ the proper persons to make these deliveries. The men and boys we engage for this purpose and the means we use should be of the highest grade, no matter what they cost. The customer really pays for this service and the better we make it, the more popular will we become. It is the one thing that most of us "fall down on" and I believe it is because we undervalue its importance. It is a link in the chain and we will fail disastrously, if it is not as strong as the other necessary links.

**Business Stationery and Business Forms.** These are matters to which the average retail druggist pays little attention, yet I am sure they have a sensible effect on his reputation. To the most of us any old style of letter head, bill head or statement will answer. It does not appear that the paper stock of the envelope and its content should correspond and little attempt is made to have the printing correspond with the nature of our business. Still greater defects are shown in the composition and want of neatness in the writing of our letters, the making out of bills and the rendering of statements. Much improvement may

be made in these directions with great profit to him who attains greater facility and more attractive form in pen writing and in typewriting. Modern duplicating methods in bookkeeping may save time—some of them—but many of these offerings result in the sending out of very unattractive bills and statements.

**Bookkeeping Accounting.** This is another large independent subject and I will attempt no general discussion of this most important part of commercial pharmacy. If you have never felt the need for accurately and comprehensively kept books heretofore, I am sure you have had the desirability of it brought home to you when making up your excess profit and income tax reports. My object in referring to this subject is to call your attention to the great help carefully kept accounts of your various side lines will give you; cigars and tobacco, soda fountain, your own specialties, paints and oils, garden and flower seed, stationery, are a few of the divisions that I may mention. These, if properly kept, will require much time and attention, but with separate cash registers and properly ruled books, much labor may be saved and the results will be remarkably helpful in the better management of your business and in aiding you to "brace up" departments in which you have been losing money. I highly recommend the careful and intelligent keeping of department accounts. They will greatly add interest to the management of your store.

There are many, very many more, little things, little niceties to which I might call your attention, did I have time and would your patience permit. I have tried to give examples of these throughout my address and this is all that I can do. I will, however, further tax you, that I may impress upon you the necessity of learning to love your work. It is in the "joy of work" only that success is attained. If you are not happy in your work, you will not study its needs, you will not learn to improve your methods nor discover your defects. It may be that I had better say our defects, because we are largely accountable to each other for our shortcomings. Each of us has a responsibility of immense proportions to those who are associated with us in business and we should constantly bear this in mind and do our utmost to help those who will follow us.

It is work, after all, that wins success and good honest work is invariably associated with serious thought, honest study and strict attention to details. So I conjure you to think and study about all the *little things* that you have to do and while you are thinking of each item and while you are studying it, you are working, doing the very best kind of work. God speed you in your work and make you happy in all its phases.

The great Osler has said that the master word in medicine is "Work" and I humbly follow him by saying to you the master word in pharmacy also is "Work."

"Work, work while the daylight shines.  
Man of thought and will,  
With the water that has passed,  
Never grinds the mill."



## THIRD SESSION

Thursday Morning.

The third session of the North Carolina Pharmaceutical Association was called to order at 10:30 a. m., Thursday, June 20, 1917, President Matton in the chair.

President MATTON: I will appoint on the committee for time and place of next meeting Messrs. Pilkington, Shell, and Cole.

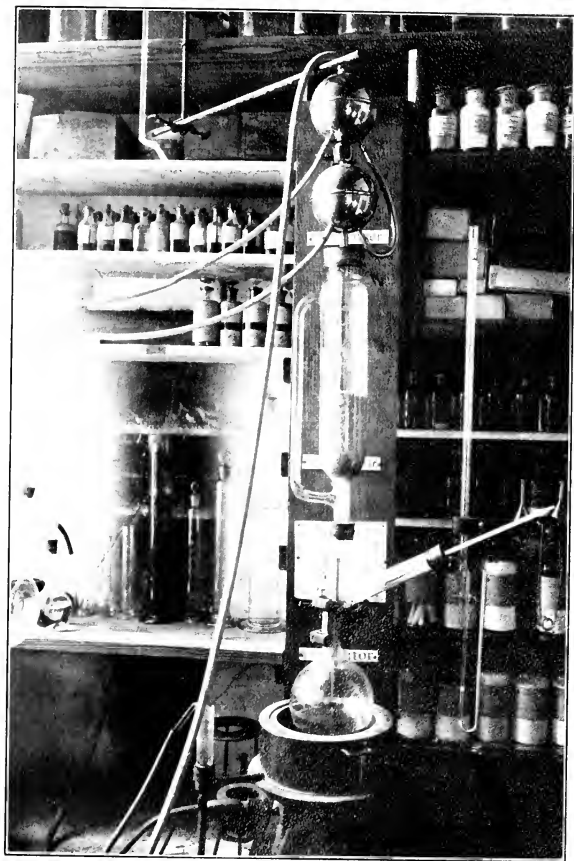
The report of the Secretary-Treasurer of the North Carolina Board of Pharmacy will now be heard. This report was duly read by F. W. Hancock, of Oxford. It will be found in the last part of the proceedings in the section devoted to the Board of Pharmacy. This report was received by the Association and referred to a committee composed of Messrs. R. M. Brame, Charles M. Fox, and S. M. Purcell for auditing. This committee reported at a later meeting that it had found the accounts of the Secretary-Treasurer to be correct.

Fifteen new members were presented for election by the Chairman of the Executive Committee, P. A. Lee. All were elected by the Secretary casting the ballot of the Association.

E. L. TARKENTON, Chairman of Papers and Queries Committee: I wish to continue the program of papers. The first paper is by Mr. J. G. Beard, of Chapel Hill; subject "Continuous Percolation Under Reduced Pressure."

Mr. Beard presented his paper extemporaneously. He displayed a piece of apparatus he had devised for the purpose of extracting the soluble matter from powdered drugs in the form of fluid extracts. The object of the process is to manufacture fluid extracts by the use of only five per cent. more menstruum than the final product is to measure. That is to say, if 32 fluid ounces of fluid extract are to be made, only 33.6 fluid ounces of menstruum would be employed. The extra five per cent. represents the amount which the drug absorbs or holds. The apparatus consists of a generator (a round bottomed glass flask in which menstruum is placed and to which heat from

a water bath is applied); a percolator, in shape like the Oldberg cylindrical percolator but having a side arm tube connecting the orifice with the top part, designed to permit vapor to pass around the drug and enter condenser; a double Soxhlet condenser; and a tube from top of condenser connecting with a vacuum pump. The apparatus, a cut of which is shown on the next page, is operated as follows: After the powdered drug from which the fluid extract is to be made has been macerated in the manner directed by the U. S. P., Type Process A, with one-twentieth as much menstruum as it is desired to make fluid extract, it is packed in the percolator part of the apparatus, a pledget of cotton having been inserted in the neck. An amount of menstruum equaling the final volume of fluid extract to be made is poured on the drug, and the apparatus carefully closed by tightly joining the three sections together. The vacuum pump is started and the pressure reduced to fifteen inches, or approximately one-half atmospheric pressure. A clamp is then screwed on the tube leading from the pump in order to seal the apparatus. This reduced pressure permits the menstruum to boil at a temperature appreciably below the 50 deg. C. allowed by the Pharmacopoeia. The boiling point for different menstrea can of course be regulated by lowering or raising pressure. A straight alcohol menstruum can be easily boiled at 35 deg. C. by this means. By this time a large part of the menstruum has passed through the percolator and is present in the generator. Low heat is then applied to the generator by means of a water bath. The menstruum is volatilized by the heat and passes upward. The path of least resistance being the side arm tube, the vapor passes around the percolator and enters the double condenser where it is cooled and liquefied. The liquid drops straight down from the condenser and passes through the powdered drug in the same manner as in the ordinary method of percolation. In its descent through the drug it dissolves the soluble matter and finally passes down to the generator impregnated with the drug principles. When the liquid reaches the hotter area of the generator, the alcoholic or hydroalcoholic element which constitutes the solvent part is at once converted again into vapor capable





of repeating indefinitely its function of dissolving soluble matter from the drug. The operation is allowed to continue until the percolate is devoid of practically all color, indicating exhaustion. A sample is then taken and tested with a suitable indicator (potassio-mercuric iodide for alkaloidal drugs, for example). If the test shows that no active principles are present the process is complete. If, however, a positive test is shown, the process is continued for thirty minutes and another test made.

The advantages claimed by the author for this process are (1) ease of operation, no care being necessary in packing or regulating rate of flow; (2) economy of time, except for arranging the apparatus and occasional inspection, the machine may be left alone and the operator employ himself otherwise; (3) economy in use of menstruum, only five per cent. more being used than the final volume of fluid extract; (4) assurance that the drug is completely exhausted.

Chairman TARKENTON: We have a gentleman with us who believes in writing papers for the Association—Mr. P. A. Lee, of Dunn.

### PRICE PROTECTION

BY P. A. LEE

Necessity demands our energies every moment in the business world. We are not selfish enough not to want our fellow druggists to do well in their profession. In order to do this we must become familiar with the proposition of price protection, as we call it.

It is very necessary for us to know the expense of doing business in the profession of pharmacy whereby we can better determine the true value of the drugs and merchandise we sell. In order to do this we must promulgate some means of getting down to some standard by which we are to do our part of the commercial business.

Co-operative association work is one of the greatest if not the greatest factor by which we can maintain and carry out this method of price protection. On July 1, 1917, in Smithfield, N. C., what is known as the Johnston and Harnett Association of Retail Druggists began the existence of one of the first associations of this kind in North Carolina. The Association is a mutual association of fellow druggists combining their efforts in doing this work of keeping prices uniform for the different towns and cities engaged in pharmacy. The Associa-

tion is mutual in its dealings, contains neither by-laws nor constitution but each and every member is called on to do his part of the work.

In the organization of this Association we started with eleven members or firms, a firm or corporation constituting one member. A president was chosen for twelve months, also a secretary and treasurer was elected to help transact and carry out the finances and prices that come before the meeting. We have had four quarterly meetings since the organization began, dealing with the modern methods of doing business and the equalization of prices that has been made necessary for the last twelve months.

Since the beginning of this Association with eleven members we have added twenty-one more, which makes a total of thirty-two. The Association began its existence with members from only two counties, viz.: Johnston and Harnett. Since then we have added to our list Cumberland, Roberson, Jones, Wake, Sampson and Granville Counties. Our friend and ex-president of this Association, Mr. C. P. Harper, was made the president of the local association, and Mr. D. H. Hood treasurer, and myself secretary. That constituted the officers of the Johnston and Harnett Association of Retail Druggists. Mr. Hood and myself live in the same little city. We have used much care and time in revising and getting out new prices for the different members of the Association.

The finances of the organization have been comparatively small so far, but the expense of getting out prices from time to time—postage and stenographic work—has also been small. Current prices have been sent out by the Secretary and Treasurer to the different members of the Association from time to time as seemed necessary. We find the members have been loyal to each other in keeping up prices as each one was interested in his own welfare and believed the others were of the same opinion. The policy of the Association is not to maintain an extortionate price or value of drugs and merchandise but to have a uniform price for the protection of each member so that each and every one will charge the customer the same price for the same drug or article. It is only through an association of this kind that prices can be protected. The great advance put on so many drugs by the manufacturer has compelled the jobber and the retailer to advance in the same proportion. We do not think it proper or necessary to advance some drugs because some other drugs have advanced. For instance, a patent medicine that cost \$1.75 or \$1.85 per dozen which we have been selling for 25c ought to be sold at approximately the same price. But when the medicine has advanced from original prices to \$2.25, \$2.40 and \$2.50 and like manner the retail price ought to advance likewise. Yet some of the manufacturers still stamp the same retail price of 25c, 50c, 75c, and \$1.00 on the same drugs or sundries that have advanced 20 per cent. to 40 per cent. on the cost price. By co-

operative work we have been able to maintain a better price on the advanced drugs than we could do otherwise and leave the customer satisfied at the same time. We think that druggists ought to familiarize themselves with each other in the business part of the profession as well as in the theoretical. In order to do this we must be loyal to our State Association and if necessary go to the local association. Cooperation is necessary in all things to insure successful profits.

This paper caused protracted discussion among the members of the general proposition of whether a druggist has a right in war times to arbitrarily raise his prices. This discussion was really initiated when Mr. Bradham announced that the druggists of Raleigh had been advised by Mr. Pou that they would be liable to prosecution as profiteers if they should raise their prices unless they could prove that costs justified the step. The consensus of opinion was that where the manufacturer or jobber had advanced prices to the druggist, he in turn had a legitimate right to pass the burden to the consumer. It was maintained by several that in many cases the druggists did not pass all but only a portion of the advance to the public.

Chairman TARKENTON: We will now have a paper from Mr. Beard.

#### WHY DRUGGISTS SHOULD USE STANDARDIZED PREPARATIONS

By J. G. BEARD, Secretary North Carolina Pharmaceutical Association

A standardized solution or preparation is one which has been chemically or biologically tested and its strength increased or lowered to a predetermined, recognized standard. The science of assay as applied to galenicals is comparatively new. Even young druggists remember when it was exceptional to find a standardized fluid extract or tincture on the shelves. The credit for the rapid increase in the use of preparations of definitely known strength must be distributed between druggists, physicians, and the so-called manufacturing houses. The latter, perhaps, deserve more credit than we are in the habit of awarding them for not waiting until doctor or pharmacist demanded a certain standardized preparation, but instead pushing forward with experimental work, conducted at great expense, and announcing from time to time a new galenical whose strength and purity had been physiologically or chemically tested and brought to standard.

The advantage of using standardized preparations instead of the old-fashioned, undetermined galenicals is perfectly obvious. The prescriber

is assured that a given amount of the remedy will have the same effect each time. Of course the peculiarity or idiosyncrasy of a patient to a given drug must be considered, and it is true that the same person may react differently to an equal amount of a medicine at different times, but with a standardization solution the drug unit is the same every time.

In the manufacture of shells for guns of any calibre, it is essential that a gauge, accurate to one-thousandth of an inch, be employed in order that each shell may exactly fill the chamber of the gun; be an exact duplicate of other shells of its calibre. An error, however slight, will cause either "jamming" if the shell is too large, or permit the escape of the propelling gas with consequent weakened force if too small. The shells must be standardized; no one would argue otherwise. A druggist worthy of the name would not permit his scales to be inaccurate, nor would he use them if he had no way to ascertain that they weighed correctly. The carbureter of an automobile is a delicately adjusted piece of mechanism. It must produce a proper mixture of gas and air if the engine is to fire smoothly. The mixture cannot be 60 per cent. one minute and 70 per cent. the next. It must be 100 per cent. correct all the time else the motor will not work satisfactorily. A doctor has as much right with human lives at stake to demand a medicine that he knows the strength of as an ordnance officer has to demand shells of accuracy, or a druggist to have scales that he can swear by, or a car owner for a smooth running engine. Yet how often must the physician take a galenical on trust. He hopes it is right; the druggist is equally anxious that the strength be right, but neither of them are certain about it unless the preparation is an assayed one whose percentage strength has been brought to standard.

Cannabis is an East Indian drug with many fascinations. Its virtue depends upon principles which do not react properly to reagents to make a chemical assay of any value. Until the advent of physiologic tests a doctor never knew what to expect when he prescribed cannabis. The hypnotic and calmative effect might ensue, or might not. This uncertainty made the drug unpopular. But when a given amount of a specimen of this Indian hemp causes incoördination in a dog of known body-weight it will produce correspondingly certain results in a human being. By trying the drug on a dog, therefore, and concentrating or diluting it to a point where 0.486 minim of the fluid extract per 2.2 lbs. of dog will make the animal unable to walk or co-ordinate his muscles, and having this as a standard by which all subsequent fluid extracts are made a definite unit is established and the prescriber knows that so far as the drug element is concerned he can rightly expect the same effects every time he uses cannabis. What is true of this drug is true of dozens of others, some chemically and some biologically assayed.



A good druggist desires three things of his professional life: (1) to sell drugs; (2) to have his drugs produce the proper effects; and (3) to make a reasonable amount of profit from the business. The more drugs he sells the better does he realize ambition No. 3. If he buys (or makes), and sells standardized remedies, reason assures him that he is not making a mistake. From these drugs his physician patrons secure just the effects they desire and expect. The druggist soon wins a reputation for handling medicaments of exact strength and purity, his trade is thereby increased and again ambition No. 3 is realized, but better still he has the ethical satisfaction of the knowledge that his chief stock in trade, the things which give him the reason for his professional existence, are doing what they are supposed to do; that he as a druggist is considered a good druggist.

It is no whit less essential that every teaspoonful of every fluid extract of *nux vomica* contain exactly the right amount of alkaloids than it is for every 1-60th grain tablet of strychnine to contain precisely 1-60 of a grain. How many of us would take or sell a 1-100 grain atropine tablet if we only had an idea that 1-100 grain was there? But many of us are blissfully content to take it for granted that if one pound of belladonna root is percolated according to U. S. P. directions that the resulting pint of fluid extract will be all O. K. But will it be? It may or it may not depending upon (1) how strong the original drug was; (2) how carefully the powder was packed; (3) how much pains and knowledge was used in evaporating the exhaust portion; (4) the amount of menstruum added when the exhaust and the reserve portion were mixed together; and (5) whether it was assayed or not. This chance does not occur in a standardized fluid extract of belladonna. The preparation is carefully made, then as carefully tested, and its strength brought to exactly 100 per cent. by titration against a standard acid solution. The first method is a gamble; the second is a certainty. Human lives, except on battlefields, are too precious to be gambled with.

A druggist's reputation is his best asset. He can lose it as surely by ignorantly handling uncertain drugs as he can by being dishonest. Many druggists have lived highly useful careers and have left enviable reputations without ever having heard of a standardized preparation. But they are dead now and a different order of things exists. This twentieth century is a standardized century; the competition is keen; the demands are high; and to lag behind is to be driven from the course.

There is really no argument about the use of standardized preparations if one believes, as all do, that it is better to be right than be wrong.

Chairman TARKENTON: The next paper is by Mr. Miller on Drug Conservation.

## DRUG CONSERVATION

By C. B. MILLER

To any casual reader of the various drug journals and trade reports, one can readily see that conservation in all lines should be the watchword of the hour for pharmacists at this time. Prices on almost every commodity used in the drug business are steadily trending upward, and many items, formerly cheap and abundant, are now scarce and high.

The word conservation literally means hoarding, saving, using sparingly. I will undertake to enumerate in this paper a few of the most important items handled every day in the retail drug business which should receive the utmost consideration of every retail druggist in our State, if he would survive these strenuous times, since it is going to be a case of the "survival of the fittest," in our business especially. I do not care to be pessimistic or prognosticate evil times, but from present indications it appears to me that many small dealers in our line are going to be forced out of business or very seriously crippled if this war continues two or three years longer, unless great care and the conservation of every force and the use of all our intelligence is employed.

There is probably more waste in the conduct of the retail drug business than in any other vocation. This useless drain should be stopped at once and forever, not only in the prescription department, by careless spillage of fluids and chemicals, overweight in selling heavy drugs, but even in the wrapping of packages. Many prescription clerks, and proprietors too for that matter, instead of saving the small left-over chemicals after filling prescriptions carelessly scrape them off the tile to the floor or throw the liquids into the sink, when they should be returned to their respective containers. This, of course, refers to unmixed ingredients only. In the wrapping of packages the average clerk uses about fifty per cent. more twine and paper than is absolutely necessary, thus making not only waste, but an unsightly package. The proprietor should set the example in this by the economical use of these seemingly insignificant items. If a tabulated record should be kept after enforcing this principle the saving in this department alone would astonish the most dubious.

The soda fountain is probably the most prolific source of waste in our stores. The average soda clerk has no more idea of the cost of the material he uses than a horse of the stable that houses him. He is about as careless in the use of same as is a mule of his corn and fodder. This is partly the fault of the proprietor for all soda dispensers should be made to know the cost of the drinks they serve in order that they may intelligently know how much of each ingredient to give to show a good margin of profit. This is certainly one case where it is not "folly to be wise," but on the other hand where ig-

norance is fatal, especially to the cash drawer. If you will so instruct your soda clerk, he will show you an improvement in the proceeds of your soda fountain, that is if he has any care for your interests. The steady advance in the cost of all raw material that goes into soda and creams, makes it imperative that conservation be practiced to the limit at the soda fountain, and the druggist who leaves the care of the fountain to the clerks entirely, will find himself in the near future face to face with a deficit in this branch of his business unless he has a different class of soda men than the rest of us. Advance the price of your drinks along with the advance of raw material. The public must stand for it, and ten cent lemonade, fifteen and twenty cent sundaes, will soon be as popular as was the old jitney affair. You have just as much right to advance your prices at the soda counter as did the proprietors for their patients, or the cigar manufacturer for his goods. True the public will kick for awhile, but they will soon get accustomed to the new schedule of prices.

I have heard of some of our fellow pharmacists who have made some money speculating in drugs, but the temptation to speculate should be throttled for very few ever profit by it and many lose. Never mind the fluctuations of the market and do not be tempted to "load up" because of a reported advance of some staple item. Buy as you need, and regulate your prices by the market as this is the only safe way to conduct a drug business. No man knows what the future holds, whether the war will last one, two or three years or end tomorrow; no man knows what will be the condition of the market after the close of the war, but all indications point to high prices for many months after peace is declared. It is known to a certainty in influential circles that after the war further very heavy toll will be taken of the available tonnage, now engaged in carrying war material and commercial commodities, for the transportation of troops from foreign fields to their homes in various parts of the world, and it is estimated that at least eighteen months will be required to effect this return. Should that prove a correct forecast, those dealers and manufacturers who husband and conserve their stocks and forces, and regulate their transactions in accordance, will certainly have reason to congratulate themselves. It is next to impossible to secure room on incoming steamers from France for the importation of olive and essential oils, consequently these items are growing steadily higher and scarcer. Especially is this true of olive oil, as you all know, and the substitution of other bland oils for this oil in various preparations is urged in order to conserve the supply of this important item. Embargoes have been placed on castor oil by India especially, and this once despised medicament has soared in price until it is now classed as a luxury. Conserve your supply of this ingredient by using smaller bottles, and by careful and intelligent filling of the bottles, for it was once the cus-

tom in most drug stores to leave this work to the ignorant porter who usually poured as much oil on the outside of the bottle as in it. Do not leave this work to him; see that it is carefully done without waste. There is a possibility of a stringency in the glycerin market before the year is out, and every possible means should be employed to save glycerin in every way that is permissible. The amount of glycerin used in medicine when compared to the available supply is large. A committee has been appointed to investigate the different formulas calling for this article and to submit plans for the curtailment of the quantity now used, in case future developments should make it necessary to adopt conservation measures in relation to the compounding of medicines. This policy, if it should become necessary, has great danger in it, for it will upset the structure of a large part of pharmacy and therapeutics and entail an enormous amount of work on the part of both pharmacists and manufacturers of pharmaceuticals. Many formulas now calling for glycerin will have to be changed, and decreasing the quantity of glycerin will of necessity force both of us to make smaller lots of these preparations in order to avoid fermentation and loss. Also the dosage will have to be changed in many instances, in order to conform to the new preparations, and you can see how much extra work this will entail, and in many instances where the formulas have not been sufficiently tried out, a loss will occur by precipitation and spoilage.

The subject of Conservation, my fellow pharmacists, is as you see not only a broad one, but a most imperative one, and cannot be fully covered in a paper of this kind as I would like to have it.

We are face to face with problems in our business that we never dreamed of. We have been so accustomed to ordering what we wanted, when we wanted it, that it is hard for us to realize that we have fallen on evil times, and to readjust ourselves to the situation as it is and will be. Many items used by us, heretofore to be had in abundance and cheaply, are now high and scarce. Many will soon be absolutely unobtainable as the war drags on. The most alarming feature of this situation is that our receipts will certainly be curtailed; to what extent no one can now forecast. Will we not give heed to the warnings of our various administrative heads in charge of our conservation methods who are striving from day to day to warn us, and who are not simply crying "wolf" to be heard, but who are in position to see the future as we cannot? We must stop the leak, give intelligent attention to every detail of our business, and place ourselves in shape to weather the financial storm.

Going back to the soda fountain just a minute. I have seen boys washing their glasses with carbonated water because they were too lazy to wash them with soap and water, and gas is twelve cents a pound; or put four cherries on a sundae when one would have looked

better; pile ice cream on a cone until it would almost topple over. I have seen druggists washing their graduates with four ounces of denatured alcohol when half an ounce would have answered the purpose. Such waste as this should be stopped. The public does not demand it, it is simply inexcusable ignorance, carelessness, and waste.

In practicing conservation I would not have any of us sacrifice to any degree our professional standing, or carry conservation to the point of warranting public criticism. This is not necessary, but we can practice it where material is going to waste by carelessness, and through clerks who are sometimes both ignorant and careless of the interests of their employers; this can be corrected by the intelligent administrative ability of the proprietor.

Let us determine that we will know what is going on in our stores down to the smallest detail, find the leaks and plug them, for it will pay us to be more diligent in this respect, especially at this time. Let conservation and common sense go hand in hand in the conduct of our business, and we will pass through the fires that are now trying us without getting scorched, finding ourselves at the end both wealthier and wiser.

Old fashioned methods, like the old fashioned bucket, have passed into history.

"The old fashioned drug store, the iron mortar drug store,  
The moss covered drug store I tended so well."

President MATTON: Mr. Richard Busbee, Chairman of the War Savings Stamp Committee in Raleigh will now address us.

Mr. Busbee made a stirring appeal that druggists do all in their power to further the sale of War Saving Stamps. He closed his plea with the following verses:

If you don't know why we are fighting, let the seas out there explain,  
There's a spot in the Atlantic that will never lose its stain,  
With a liner on the bottom, with a great hole in its gut,  
And eels are mouthing baby's bones with horrors all a'glut.  
If you don't know why we are fighting, France will point you to the

West

Where the bayonets of Germany are hacking at her breast;  
And a thousand lovely villages, all marked with blood and flame,  
And the fairest of the lassies, soiled and broken walk in shame.  
If you do not know why we are fighting, Belgium has a tale to tell,  
For the Kaiser's cultured legions came to do the work of hell.  
Look upon her hordes of starvelings, let maltreated children show,  
Gaze upon her desolation, ask her women, then you'll know.

At the conclusion of Mr. Busbee's speech, Secretary Beard made a motion that the Association invest one hundred dollars of its funds in War Savings Stamps. This motion was passed. Secretary Beard, after stating that he purposed employing the ten dollars cash prize won by him to buy stamps, laid a dollar bill on the President's table and asked as many members as could to cover it with other dollar bills. Sixty-eight followed his example.

Mr. G. K. Grantham, as chairman of the committee to award prizes for the best papers, was asked to make his report. With words suitable to each award he announced that the first prize of ten dollars in cash was won by J. G. Beard; the second prize of a Pharmacopoeia went to P. A. Lee; and the third prize of Euthymol tooth paste was won by C. B. Miller.

Telegrams regretting inability to attend the meeting and wishing the Association success were read from J. A. Goode, Asheville; E. W. O'Hanlon, Winston-Salem; W. M. McKinney, Ayden; P. W. Vaughan, Durham; C. A. Raysor, Asheville; C. P. Greyer, Morganton. Letters expressing the same sentiments were read from C. R. Thomas, Thomasville, and William Niestlie, Wilmington. The Asheville Retail Drug-gists' Association wired for the Association to ask for an official interpretation of the sugar order, and requested that the members work for the passage of the Edmonds bill. Telegrams were read from Cliff Weil Cigar Co., of Richmond, and Muth Bros. & Co., of Baltimore, expressing their best wishes for a successful meeting.

The National Pharmaceutical Service Association wrote a nice letter to the Association urging action at the meeting in the interests of pharmacists in the army. The letter embodied the suggestion that a suitable set of resolutions be passed urging the passage of the Edmonds bill and that a copy be sent to Hon. S. Hubert Dent, Jr., Chairman of the Committee on Military Affairs, Washington, D. C.

The N. A. R. D., through its Secretary, extended best wishes and greetings. This Association suggested that the members be on the alert and watch for the appearance in the General

Assembly of such bills as health insurance, formula disclosure, prohibition, and a bill which would consolidate all state examinations and have them held by some central body.

A communication was read from the Journal of the American Pharmaceutical Association extending best wishes to the convention.

Chairman TARKENTON: We have a paper to be read by Mr. Hicks:

### HOW TO IMPROVE METHODS OF DOING BUSINESS.

BY HENRY T. HICKS

Your committee on papers has assigned this subject to me on short notice and I do not feel competent to discuss it properly. So I shall not attempt to tell you how to manage help, or how to secure and hold customers, or how to sell or collect, because these are largely individual applications; but I submit a few thoughts as follows:

First, be constantly on lookout for "weak links"—the little things that cause trouble, and proceed immediately to eliminate them.

Several years ago, before cash registers were so perfect or in such general use, I had lots of trouble arising from forgetting to make proper entries on day book; forgetting to charge up goods sold on credit; forgetting to credit money paid on account, goods returned and entries on want list, etc., and I realized the necessity for some plan requiring the salesman to do something at the cash drawer or desk each time a customer left the store. Another cause for entry might properly be "why sale was not made."

Methods of storing stock so it is readily accessible and also protected from dust and light should have careful attention. Closed cupboards and drawer cabinets for stock in prescription department and glass-enclosed shelving for stock in front of store have been found serviceable.

Be sure to watch loose stock on shelves in back rooms and storage closets, as it is hard to remember and easy to overlook at time when needed most. I have often thought that a card index showing location and quantity of stock might be serviceable but have not troubled to try it out.

Charging off dead accounts to loss and gain account or doubtful list is a very important item. Also keeping tab on depreciation in value of fountain, furniture, and apparatus is very necessary.

Bear in mind that the man who has \$5,000.00 invested in stock and \$5,000.00 invested in soda fountain, furniture and apparatus is not

making 10 per cent. on his investment if he has a thousand dollars in bank or increase in inventory at end of year, above service compensation and expenses, unless he has accounted for depreciation and bad accounts.

Never consider your book accounts worth anywhere near face value when estimating your available assets, that is to say, it is not wise to consider \$2,000.00 of good accounts on your ledger as a safe hedge against an equal amount owing to your wholesaler or bank, unless you have a large cash trade also.

Remember that what you owe must be paid with reasonable promptness whilst accounts owing to you do not always have to be paid at all in North Carolina, and in case of your death or sale of your business, it is usually very hard to collect a large percentage of retail ledger accounts. Therefore, it is safer to consider them as equipment for bringing in steady supply of business than to count them as liquid assets of themselves.

Benjamin Franklin's maxim—"Early to bed and early to rise makes a man healthy, wealthy and wise" evidently does not apply to retail druggists. Our slogan might better be, "Late to bed and early to rise, hustle all day and advertise."

President MATTON: We will now have the report of the County Legislative Committee, of which Mr. Hancock is chairman.

Chairman F. W. HANCOCK: I have no written report, so I will simply make a verbal report. In compliance with the request of the Association at its last meeting, I took pleasure in selecting as best I could, one man from every county in the State to constitute the Auxiliary Committee of the Committee on Legislation. This committee was notified as to their appointment by the Secretary of the Association. I followed with an appeal urging them to help their organization. I suggested to them in all counties where they have no county organizations to organize themselves into counties, or else into districts composed of several counties. You know it seems to me the secret of the great success of the State Medical Society in securing legislation has been its unity, or federation of counties, and acting in close touch with the chairmen of the various counties when any legislation came up that was of interest to the Society, in seeing that it was passed or in having a representative to defeat such measures.



It is very important that we as pharmacists should have the same plan. I have no doubt in my own opinion that we are going to have a renewal of the fight which we had at the last Legislature on the "open formula" question. The bill which was introduced for the Secretary of the Board of Health by two of the most prominent members of both branches of the Legislature created the hardest work since I have had any connection with legislation, and it was only through hard fighting, hard work, and the united effort on the part of the pharmacists of the State that those bills were defeated.

Our greatest power at the last Legislature was in having some pharmacists in both branches of the General Assembly. Our brothers have never failed when they could get a member in both the Houses to have him elected. They didn't have any last session and we helped them—what they got was from the pharmacists. It was a great pleasure for us to have representatives both in the House and Senate. Our representative in the Senate was from Swain County, Mr. K. E. Bennett. In the House the "Rev. Dr." George Grantham, who so profitably addressed you awhile ago, and Mr. Holding from Wake Forest represented us.

Address communications to the Chairman of our committee in your county and have him write to the pharmacists. In a few weeks the primaries will be held in the various counties of the State for the nominations of the candidates. The Legislature will hold its session January next. It behooves every pharmacist to interest himself in the nomination of the man who will look to the welfare of the pharmacists. I think this should be brought to the attention of every druggist in his county, and that his co-operation should be secured.

Now gentlemen, we must look after the interest of our committeeman. He wants to be in close touch with you, and whenever we call you up over the phone we want you to come at once or send a representative so that our interests in the Legislature may be looked after.

The Chairman of the Committee on the Edmonds bill, E. V. Howell, submitted the following resolution:

Your committee on the Edmonds bill reports as follows:

(1) That an effort be made to inform every druggist in the State that this bill is of the utmost importance for safeguarding the health and life of "our boys" in camp and overseas.

(2) That it is endorsed by all branches of pharmaceutical teaching and the wholesale and retail pharmacists of this country.

(3) That our Association, in endorsing this bill, asks you to write at once to your Congressman and Senator for a copy of the hearing on the Edmonds bill before the House Committee on Military Affairs.

(4) On receipt of report of this hearing to write a personal letter to your representatives asking their support of the bill.

(5) To closely watch for its appearance in Washington and then to telegraph your Congressman and Senator and asking for support of the measure.

Respectfully submitted,

E. V. HOWELL

E. V. ZOELLER

G. K. GRANTHAM

It was moved that this report be received.

S. E. Welfare made the following report:

We, the undersigned auditing committee on the books of the Acting Treasurer, find his report correct.

S. E. WELFARE, *Chairman*

P. A. LEE

E. L. TARKENTON

The Committee on Place of Next Meeting reported in favor of Wrightsville, the time to be set by the Secretary and Local Secretary. This report was adopted. Wrightsville Beach will, therefore, be the meeting place for 1919.

The Committee on the President's Address reported as follows:

1st. In regard to women becoming members of our Association, and of the Traveling Men's Auxiliary, we heartily recommend it, and hope the Association will adopt this measure.

2nd. We also endorse the plan of women entering pharmacy, as we believe that they will prove as efficient as men, and more so in keeping the drug stores clean.

3rd. We recommend further that this Association should take steps to perfect a Federation through which the interest of all the separate associations would be co-ordinated, by forming a central body composed of delegates from each of the subsidiary associations.

4th. We think it would be advisable for this Association to place itself on record by adopting a formal resolution to the effect that laws

regulating the manufacture and sale of medicinal products should be interpreted and administered by those who have had practical experience in some branch of the drug business.

Respectfully submitted,

W. A. CRABTREE

R. M. BRAME

A. V. BAUCOM

This report was accepted after motion to that effect had been made. The same committee reported as follows on Secretary's report:

First. We think it is a sad state of affairs that only forty-two per cent. of our druggists are members of this Association, and as legislation hostile to our interests is being introduced at each meeting of the State Legislature, we recommend a strenuous effort to secure a large increase in our membership. This committee believes if the proper campaign is made, that fully ninety per cent. of the druggists will come in with us.

Second. We think it might be advisable to appoint someone to make it his especial business to approach all of the druggists in the State of North Carolina, by fully explaining the advantages of membership and strongly urging them to join the North Carolina Pharmaceutical Association.

The next feature was the election of officers. S. E. Welfare, of Winston-Salem, was nominated for President by E. L. Tarkenton and elected. The Vice-Presidents nominated and elected were G. R. Pilkington, of Pittsboro, First Vice-President; E. E. Missildine, of Tryon, Second Vice-President; I. W. Rose, of Rocky Mount, Third Vice-President.

At the meeting in 1917 F. W. Hancock offered a resolution that the by-laws be changed and that the offices of Secretary and Treasurer be merged into one office of Secretary-Treasurer. This resolution having laid on the table for one year, it was presented to the members who voted to make the change.

J. G. Beard, of Chapel Hill, previously Secretary, was thereupon elected Secretary-Treasurer.

Mr. F. W. Hancock, of Oxford, was nominated to succeed himself as a member of the Board of Pharmacy for the five-year period beginning April 28, 1919. The nomination was

made by C. D. Bradham, of New Bern, who took occasion to praise the loyalty and service shown by Mr. Hancock in his many years of connection with the Board. Mr. Hancock was duly elected.

The Executive Committee was re-elected in its entirety. This committee consists of P. A. Lee, Chairman, Dunn; S. O. Blair, Monroe, W. A. Crabtree, Sanford, W. H. Justus, Hendersonville, S. M. Purcell, Salisbury, J. G. Beard, *ex-officio*, Chapel Hill.

R. R. Bellamy, of Wilmington, was elected as Local Secretary for the 1919 meeting.

J. G. Beard offered a resolution of thanks to Local Secretary Hicks for his untiring work in planning for the comfort and entertainment of the visiting delegates; to the Raleigh druggists for their cordial hospitality; to the Traveling Men's Auxiliary for the splendid manner in which they entertained the Association at the barbecue given by the Auxiliary; to the Raleigh Country Club and the Capitol Club for extending their courtesies to the visiting druggists; to the manufacturers who donated prizes for the contests, etc., held in connection with the barbecue; and to those ladies of Raleigh who contributed so much to the pleasure of the convention by their many acts of courtesy. This resolution was enthusiastically passed by the Association.

Professor HOWELL: I wish to thank the Association on the part of the University of North Carolina for the re-election of Mr. Beard as Secretary and Treasurer. He was elected as Professor of Pharmacy by the Medical College of Virginia at a higher salary than he receives at the State University; but he declined in order that he might remain in the service of his native state.

Mr. Hancock thanked the Association for again manifesting their confidence in his ability as evidenced by his re-election as a member of the Board of Pharmacy.

The Association adjourned at 1:30 p. m. to take waiting cars for Pullen Park where the barbecue given by the Traveling Men's Auxiliary was to be held.

## FOURTH SESSION

Thursday Afternoon

The Association was called to order by President Matton at 6:10 p. m., Thursday, June 20, 1918.

The object in assembling the members together again late in the afternoon was to permit the completion of several minor matters which needed official action.

The Auditing Committee for the Secretary-Treasurer of the N. C. Board of Pharmacy, composed of Messrs. G. K. Grant-ham, C. M. Fox, and R. M. Brame, reported that it had found the accounts correct.

J. P. Stowe, of Charlotte, reported that a measure had been proposed in Charlotte forbidding the indiscriminate sale of remedies for venereal diseases. In his opinion legislation of this sort would be cropping up in all parts of the State sooner or later, and he believed that druggists should take a part in the formulation of such measures. This opinion was agreed with by several members and a motion was passed that the entire subject be carefully gone into by the Legislative Committee and action taken.

A discussion, instituted by F. W. Hancock, came up relative to the license fees of those druggists who had entered the service of the country in the army and navy. Mr. Hancock believed, as did the other members, that it was not just to cancel the license of a druggist who had gone overseas and had overlooked remitting his fees either immediately before or after leaving this country. However, the pharmacy law of the State, over which the Association has no jurisdiction, specifically states that a pharmacist who fails to renew his license fee after the expiration of a certain date shall be dropped from the list of registered pharmacists. W. H. Wearn, of Charlotte, offered the following motion which was passed:

The Association requests its Legislative Committee to use its best endeavors to secure such legislation from the next General Assembly which would permit the suspension of the

annual renewal license fee of such registered pharmacists as are now enlisting, or may be hereafter called to the colors; this suspension to cover such a period as they are registered in the active service of the United States as a soldier, sailor or marine.

Professor Howell, as historian, reported that he was employed in collecting data about the life of prominent deceased members of the Association, and was directly engaged in securing material about the life of E. M. Nadal and N. R. Saunders.

A motion was passed that memorial pages be set aside in the proceedings dedicated to the memory of Professors J. P. Remington and Charles Caspari, Jr., both of whom were honorary members of the Association. At the suggestion of the Secretary a committee was appointed composed of Messrs. Wearn, Zoeller, and Howell to draft a sketch of these men to be used in the memorial pages.

After a protracted discussion the Association was put on record as favoring Sunday hours for druggists. This discussion was precipitated by S. E. Welfare. The following members took part in the discussion: Messrs. C. B. Miller, W. A. Ring, E. L. Tarkenton, C. P. Harper, G. K. Grantham, J. P. Stowe, and others.

At this point Secretary moved for adjournment, the motion was seconded and passed, and the business of the thirty-ninth annual meeting of the North Carolina Pharmaceutical Association having been completed adjournment *sine die* was taken at 7:10 p. m.

J. G. BEARD, *Secretary-Treasurer*,  
Chapel Hill, N. C.

## ENTERTAINMENT FEATURES

The druggists of Raleigh proved excellent hosts during the occasion of the thirty-ninth annual meeting.

The entertainment features consisted of a buffet lunch served Wednesday to the delegates during a brief recess. Refreshments were also served immediately following Dr. Hynson's address Wednesday night. An orchestra was present and added music to the occasion. Dancing was enjoyed by many of the members and visitors later in the evening.

The delegates were taken for an automobile ride through and around the city of Raleigh Wednesday afternoon beginning at five o'clock. This afforded opportunity for the visiting druggists to see all the points of interest in and near the city.

An informal reception and dance was held at the Raleigh Country Club Thursday night.

The Traveling Men's Auxiliary, always thoughtful of the pleasure of the members, were hosts to the Association at a barbecue and brunswick stew at Pullen Park Thursday afternoon beginning at three-thirty. Immediately following the serving of the food, the delegates were invited by Chairman J. B. Bowers, of Richmond, to take part in the athletic contests, and "stunts" which were just starting. These contests were participated in by many of the women and men. They included racing, wrestling, and a tug-of-war between the traveling men and the druggists. Numerous prizes, donated by manufacturing houses, were awarded. Dignity was forgotten, laughs were general, and the fun enjoyed climaxed the occasion in a delightful fashion.

In connection with the prizes the thanks of the Association are due the following firms who so generously donated their products to further the entertainment features: The Coca Cola Co., Voight & Co., Armour Soap Works, E. R. Squibb & Sons, Fairchild Bros. & Foster, Belle Mead Sweets Makers,

Sharp & Dohme, Wm. S. Merrell Chemical Co., The Abbott Laboratories, Eli Lilly & Co., Pompeian Mfg. Co., Merck & Co., Wm. Wrigley, Jr., Co., Frederick Stearns & Co., Gerhard Mennen Chemical Co., Parke, Davis & Co., W. H. King Drug Co., Nunnally Candy Co., French Lick Springs Hotel Co., Whitall Tatum Co., Johnson & Johnson, Foley & Co., DeVilbiss Mfg. Co., Gillette Safety Razor Co., Colgate & Co., H. K. Mulford Co., Richard Hudnut.



# **NECROLOGY RECORD**

**From Registered List**

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**W. M. COHEN**

Weldon

---

**VERNON FEW**

Hendersonville

---

**W. W. KIDD**

Charlotte

---

**DR. OSCAR McMULLEN**

Elizabeth City

---

**JOHN PESCU**

Raleigh

---

**JOHN REEDY**

Lowryville, S. C.

# THE HISTORY OF THE

REPUBLIC OF THE UNITED STATES

OF AMERICA

1776

## ROLL OF MEMBERS

### Active

An asterisk (\*) before a member's name indicates attendance at the Raleigh meeting.

Names of Life Members are printed in bold face type.

Names of Charter Members are printed in italics.

The date following a member's name indicates year of affiliation.

#### A

Abernethy, John Graham.....	1917	Lenoir
Adams, Edward Clarence.....	1910	Gastonia
*Adams, Ray M. ....	1917	LaGrange
Aiken, Leonard Walter .....	1917	Asheville
Allen, H. H. ....	1917	Cherryville
Allen, Walter Otts .....	1918	Hendersonville
Andrews, Charles M., Ph. G.....	1908	Hillsboro
Andrews, Fannie J., Ph.G., P.D.....	1917	Durham
Andrews, R. Homer, Ph.G., P.D.....	1915	Burlington
Atwater, Garland Marvin.....	1912	Elizabeth City

#### B

Bailey, Lee A. ....	1915	Charlotte
Baldwin, Penrose .....	1904	Asheville
Ballew, J. G. ....	1917	Lenoir
*Barker, Ernest Jerome .....	1916	Rowland
Barnes, Ben Shaw .....	1905	Maxton
Barnes, E. W. ....	1912	Kings Mountain
*Barnhill, Miss Mabel .....	1908	Bethel
*Baucom, Alfred Vernon .....	1906	Apex
Beach, Newton Lewis .....	1917	Winston-Salem
*Beard, John Grover, Ph. G.....	1908	Chapel Hill
Beddingfield, Edgar T. ....	1917	Raleigh
Bellamy, Robert R. ....	1893	Wilmington
Bennett, A. M., M. D. ....	1912	Bryson City

*Bennett, Kelly Edmond, Ph. G.....	1912	Bryson City
*Benson, Ernest Stuart .....	1918	Wilmington
Bernard, Germain .....	1904	Durham
Betts, James Russell, Jr.....	1916	McAdenville
*Birdsong, Ed. G. ....	1897	Raleigh
Birmingham, John S. ....	1913	Hamlet
<b>Blair, S. O. (1918)</b> .....	1916	Monroe
Bobbitt, Louis Myron, Ph. G.....	1917	Winston-Salem
Bolton, J. C. ....	1904	Rich Square
Boon, W. J. ....	1904	Raleigh
Boone, D. Leonard .....	1905	Durham
Boone, John T. ....	1915	East Durham
Boyce, James B., Jr. ....	1916	Littleton
* <b>Bradham, Caleb Davis (1906)</b> .....	1895	New Bern
Bradley, Jesse P. ....	1910	Burlington
Brame, Peter Joyner, Jr.....	1918	Winston-Salem
*Brame, Robert Marvin .....	1901	North Wilkesboro
Brame, W. A. ....	1913	Rocky Mount
*Brantley, John C. ....	1917	Raleigh
*Brantley, Paul Clayton .....	1916	Wendell
Brewer, Stroud Otis .....	1915	Roxboro
Briles, David Thomas .....	1916	Fayetteville
Brodie, Mark Prothro .....	1917	Brevard
Brooks, Jonathan F. ....	1917	Hendersonville
Brown, Charles .....	1918	Spencer
Brown, Henry C. ....	1915	Goldsboro
Brown, James Dulon .....	1916	Warsaw
*Brown, Joseph Key .....	1913	Greenville
*Buhmann, Walter L. ....	1917	Winston-Salem
*Burnett, J. P. ....	1918	Whitakers
Burwell, G. Ernest .....	1890	Charlotte
Burwell, William R. ....	1898	Warrenton
Byrd, Clement .....	1905	Biltmore
Byrd, George, Ph. G., P. D.....	1915	Fayetteville

## C

Campbell, Rowe B. ....	1918	Salisbury
Cannady, Ralph C. ....	1913	Four Oaks

<i>Carmichael, W. C.</i> .....	1880	Asheville
Carter, Jesse .....	1882	Aberdeen
Carter, Jesse, Jr. ....	1911	Aberdeen
<b>Carter, Samuel (1918)</b> .....	1915	Salisbury
Carter, Stamey .....	1918	Salisbury
*Cashwell, Charles D. ....	1918	Statesville
Cassel, A. Sam .....	1917	North Wilkesboro
*Chalk, Skinner Ambrose .....	1913	Morehead City
*Clark, Claude Baxter .....	1915	Williamston
Cline, James Oran .....	1917	Asheville
*Cole, J. Fulton .....	1910	Carthage
Coleman, Henry Grady, Ph. G. ....	1915	Durham
Compton, James Wesley .....	1917	Salisbury
Cook, R. E. L. ....	1904	Tarboro
Cooke, Henry Madry .....	1906	Spencer
Copeland, Robert Royal .....	1917	Tarboro
*Coppedge, James William .....	1915	Raleigh
Coppedge, John Benjamin .....	1913	Raleigh
Coppedge, O. G. ....	1913	Raleigh
Costner, B. P. ....	1910	Lincolnton
*Council, Commodore Thomas .....	1915	Durham
Cox, Myrtle Hall .....	1917	Asheville
*Crabtree, Esker P. ....	1917	Henderson
*Crabtree, Gilbert .....	1915	Raleigh
* <b>Crabtree, W. A. (1917)</b> .....	1915	Sanford
*Creech, Durward Heber .....	1908	Smithfield
Croom, J. LeRoy .....	1915	Wilmington
Culpepper, Frank Douglas .....	1913	Spring Hope
Cutchins, J. M., Jr., Ph. G. ....	1908	Whitakers

## D

*Daniel, Elbert C. ....	1916	Zebulon
Davenport, Lee, Ph. G. ....	1913	Washington
Davis, Edwin Bonner .....	1916	Morganton
Davis, John E. ....	1917	Wake Forest
Dinwiddie, Paul Holmes .....	1917	Asheville
Dodson, Tyrel .....	1917	Martinsville, Va.
* <i>Dorsey, Melville</i> .....	1880	Henderson

Dowdy, David Astor .....	1918	Spencer
Dunn, R. A. ....	1904	Charlotte
Durham, Carl Thomas .....	1918	Chapel Hill

## E

Elkins, VanWyke B. ....	1915	Siler City
*Ellington, Cape Winslo.....	1918	Raleigh
*Elliott, Augustus Green .....	1915	Fuquay Springs
Elvington, D. A. ....	1912	Wilmington
Etheridge, Samuel B. ....	1917	Washington
Etheridge, Sidney Gladstone .....	1913	Elizabeth City
*Eubanks, Clyde L. ....	1915	Chapel Hill
Eubanks, James Norwood .....	1917	Pittsboro

## F

Faucette, Henry Frank .....	1917	Raleigh
Faucette, William Patterson .....	1915	Raleigh
Fentress, H. L. ....	1883	Wilmington
Fields, James Thaddeus, Jr. ....	1917	Laurinburg
Fishel, Arthur Levi, Ph. G., P. D....	1915	Winston-Salem
Fitchett, Carl E. ....	1916	Duke
Fleming, Cary Hunter .....	1913	Aurora
*Fordham, Christopher Columbus....	1897	Greensboro
Formyduval, Morrison .....	1918	Whiteville
Foster, Caney .....	1913	Enfield
Foster, J. C. Coke .....	1915	Asheville
*Fox, Charles M. ....	1909	Asheboro
Fulghum, Raiford T. ....	1913	Kenly
Furman, Ricky Lawrence .....	1915	Asheville
Futrelle, William Leon .....	1916	Wilmington

## G

*Gaddy, Henry Moody .....	1917	Raleigh
Gardner, Howard .....	1895	Greensboro
Gardner, T. L. ....	1908	Reidsville
Gardner, Claude Vivian .....	1917	Creedmoor
*Gilbert, Leamie .....	1915	Benson
Goode, John Alonzo .....	1911	Asheville

Goodman, George C. ....	1881	Mooreville
Goodman, Joseph F. ....	1917	Concord
Goodrum, C. S. ....	1916	Davidson
Graham, John Calhoun ....	1917	Red Springs
<b>*Grantham, George K. (1918)</b> ....	1895	Dunn
Grantham, Hiram ....	1904	Red Springs
Grantham, Lewis Irvin ....	1916	Lumberton
*Gray, Polk Cleybourne ....	1904	Statesville
Green, Charles F. ....	1915	Wilmington
<b>Greyer, C. Peyton, P.D. (1917)</b> ...	1909	Morganton
*Griffin, Brack C. ....	1918	Marshville
Griffith, Wiltshire, Ph. G. ....	1914	Hendersonville
Gurley, William Burden ....	1917	Windsor

## H

Hall, W. F. ....	1893	Statesville
<i>*Hancock, Franklin Wills</i> ....	1880	Oxford
Hand, W. Lee ....	1916	Charlotte
Hardee, Aldridge Kirk ....	1915	Graham
Hardin, Edward M. ....	1916	Wilmington
<i>Hardin, John H.</i> ....	1880	Wilmington
*Harper, C. P. ....	1904	Selma
*Harper, Carl Talmage ....	1917	Zebulon
Harrison, E. R. V. ....	1909	N. Charlotte
Harrison, Thomas N., Jr. ....	1916	Littleton
Harville, Reese Courts ....	1917	Thomasville
*Hatch, Peter Roderick, Jr. ....	1918	Raleigh
Hayes, William A. ....	1891	Hillsboro
Haymore, J. Baxter ....	1916	Charlotte
*Haywood, C. L. ....	1910	Durham
Henderson, John L., Ph.G., P.D....	1913	Burlington
*Herring, Needham Bridgman ....	1917	Wilson
*Herring, Robert Roscoe ....	1917	Oxford
Herring, William Henry ....	1906	Clinton
Hesterly, Louis Enloe ....	1914	Hendersonville
<b>*Hicks, Henry T. (1917)</b> .....	1897	Raleigh
Higgins, Charles M. ....	1918	Salisbury
*Hill, John H. ....		Goldsboro

Hilton, Charles McLane .....	1908	Greensboro
*Holland, Henry Odessa .....	1915	Apex
Holliday, Robert W. ....	1917	Clinton
Hood, D. H. ....	1908	Dunn
*Hood, Hal C. ....	1918	Smithfield
Hood, J. E. ....	1889	Kinston
Hood, Paul C. ....	1913	Dunn
Hood, T. R. ....	1880	Smithfield
*Hood, William D. ....	1903	Kinston
Hooper, Fred L. ....	1915	Sylva
Hopkins, V. O. ....	1912	Winston-Salem
Horne, Charles James O'Hagan.....	1913	Greenville
*Horne, H. R. ....	1880	Fayetteville
<b>Horne, Warren W., Ph.C. (1917)</b> .....	1900	Fayetteville
Horsley, Howard Tate .....	1917	Bessemer City
House, Joseph .....	1912	Scotland Neck
*Howell, Edward Vernon (1917) .....	1892	Chapel Hill
Howerton, John Lansdell .....	1908	Greensboro
Hufham, Walter .....	1918	Chadbourn
Hunter, Buxton W. ....	1888	New Bern
Hunter, Forest V. ....	1908	Hendersonville
Hutchins, James A. ....	1910	Winston-Salem

## J

Jacocks, Francis Gillam .....	1910	Elizabeth City
James, Albert Allison .....	1916	Winston-Salem
Jernigan, Rupert .....	1915	Greensboro
Jetton, W. A. ....	1912	Davidson
Jones, Alpheus .....	1915	Warrenton
Jones, John Barnes .....	1913	Fair Bluff
*Joyner, Joseph Drewry .....	1915	Franklinton
Justus, William Hicks .....	1887	Hendersonville

## K

Keener, Joseph Bragg .....	1917	Sylva
Keever, James Woodfin .....	1918	Hickory
Kelly, John Robertson .....	1909	Wilmington
Kendall, Henry Eli .....	1909	Shelby



Kerner, Lewis Clarence .....	1905	Henderson
*King, Harris L. ....	1915	Durham
King, J. R. ....	1915	East Durham
Kirby, Kenneth Alexander .....	1917	Marion
Kirksey, Lonnie Herman .....	1917	Winston-Salem
*Klutz, A. J. ....	1918	Greensboro
Koonce, John Edward .....	1918	Chadbourn

## L

Lafferty, Parks Moore .....	1908	Concord
Landquist, Thomas Eugene .....	1899	Winston-Salem
Layden, Hugh W. ....	1915	Danville, Va.
<i>Lea, Lumartin John</i> .....	1880	Burlington
*Leavister, Thomas Otho .....	1917	Raleigh
*Lee, Parmillus Arten (1918).....	1906	Dunn
Leggett, Percy O. ....	1913	Southport
Leggett, W. A. ....	1897	Edenton
Lewis, Horace Reginald .....	1917	Mount Holly
Lewis, Robert B. ....	1916	Elkin
Liles, Wayland Andrew .....	1917	Wendell
Loftin, James Urus .....	1913	Rosemary
Lord, Charles A. ....	1916	Wilmington
Lunn, Frank Haliburton .....	1917	Winston-Salem
Lutz, Horace Cleveland .....	1909	Hickory
Lyon, F. F. ....	1916	Oxford
Lyon, Osborne Henry .....	1913	Fremont
Lytch, James Edison, Ph. G.....	1916	Rowland

## M

Mabry, Charles Snellings .....	1917	Hamlet
*Mabry, William A. (1899).....	1915	Durham
McArthur, Robert Milton, Ph.G.....	1917	Winston-Salem
McDuffie, Roger Atkinson, Ph. G.....	1915	Greensboro
*McKay, Daniel McNeill .....	1917	Asheville
McKay, Harvey Hooper .....	1918	Dunn
McKeel, Charles Baynor .....	1916	Columbia
McKesson, Louis Walton .....	1902	Statesville
McKethan, Hector McA. ....	1916	Fayetteville

McKinney, William M. ....	1915	Ayden
McManus, M. T. Yates .....	1916	Wilmington
McMillan, John D. ....	1916	Lumberton
McMillan, J. L. (M.D.) (1880).....	1915	Red Springs
McMullan, Francis Hunter .....	1918	Asheville
*McNeill, George K. ....	1906	Rowland
Macon, Arthur Boise .....	1918	Salisbury
Malone, Charles Everette .....	1917	Burlington
Mann, J. D. ....	1917	High Point
Marley, Fred Harold .....	1913	Old Fort
Marsh, M. L. ....	1902	Concord
Martin, W. S. ....	1912	Canton
*Matthews, Walter Forest .....	1915	Randleman
Matthews, Walter Sidney .....	1915	Laurinburg
*Matton, George A. (1917).....	1885	High Point
*May, Thomas Hilliard .....	1912	Henderson
Mayberry, E. B. ....	1916	Maxton
Merritt, Nello Harward .....	1916	Chapel Hill
Miles, Morton Clifton .....	1917	Warrenton
Miller, Carl T. ....	1916	Wilmington
*Miller, Charles B., Ph. G.....	1890	Goldsboro
Miller, Clarence Mason .....	1918	Wallace
Miller, E. H. ....	1914	Moorestville
*Missildine, E. E. (1917).....	1902	Tryon
*Mitchell, Crudup Pendleton .....	1917	Louisburg
Mitchell, Henry Gother .....	1914	Starr
Moore, Bernice C. ....	1906	Wilson
Moose, A. Walter .....	1893	Mount Pleasant
Morgan, Jesse Turlington .....	1918	Benson
Morrison, Matthew Stuart .....	1906	Wilson
Murchison, Ernest Edwin .....	1913	Sanford
Murphy, Charles Lee .....	1917	Salisbury
*Murphy, Lonnie Weightman .....	1918	Weldon

## N

Nicholson, A. T. ....	1915	Tarboro
*Nicholson, Michael Albright .....	1918	Troy
Nicholson, Thomas H. ....	1888	Murfreesboro

Niestlie, William .....	1887	Wilmington
*Nowell, W. R. ....	1913	Wendell
<i>Nutt, J. D.</i> .....	1880	Wilmington

## O

O'Hanlon, Edward Wilkins .....	1895	Winston-Salem
Overman, Harold Speight .....	1908	Elizabeth City

## P

*Page, Benjamin Franklin .....	1906	Raleigh
Parker, Walter Wellington .....	1915	Henderson
Patterson, Alvis .....	1911	Wilson
Patterson, Wallace Durham .....	1917	Chapel Hill
Payne, Harry E. ....	1916	Wilmington
*Peacock, Moses Albean .....	1918	Benson
Peele, James F. ....	1917	LaGrange
Pemberton, David C. ....	1916	Mount Olive
Pemberton, Thomas R. ....	1909	Greensboro
Picklesimer, Jesse Benjamin .....	1908	Asheville
Pike, E. L. ....	1916	Spring Hope
*Pilkington, George R. ....	1898	Pittsboro
Pinnix, John Marshall .....	1917	Kernersville
*Pittman, H. H. ....	1918	Fairmont
*Pope, Henry Lennon, Ph. G. ....	1908	Lumberton
Powell, David Earle .....	1914	Asheville
Powers, L. Bruce .....	1915	Wake Forest
<i>Prior, Jackson L.</i> .....	1880	Atlanta, Ga.
*Purcell, S. M. ....	1909	Salisbury

## R

Ray, Ervin L. ....	1918	Carthage
<b>Raysor, C. A. (1917)</b> .....	1904	Asheville
*Rea, Verne .....	1911	Durham
*Reaves, L. E. ....	1915	Raeford
Reeves, Lester Abner .....	1912	Charlotte
*Reid, W. W. ....	1906	Sanford
Rhinehardt, Charles Bais .....	1915	Marshall
*Rhodes, Cader .....	1917	Raleigh
<i>Richardson, L.</i> .....	1880	Greensboro
Riddle, Harry Lee .....	1916	Morganton

*Ridenhour, Davidson Giles .....	1917	Mount Gilead
Rider, Ivan H. ....	1918	Winston-Salem
*Riggan, Roy Daniel .....	1918	Raleigh
Ring, Clifton A. ....	1908	High Point
*Ring, W. A. ....	1897	High Point
Rogers, Ralph Peel .....	1912	Durham
Rogers, Russell Alfred .....	1918	Oxford
Rogers, William Fletcher .....	1915	Durham
Rose, Ira Winfield, Ph. G. ....	1906	Rocky Mount
Rose, J. L. ....	1917	Hendersonville
Rosemond, Jacob Fletcher, Ph. G. ....	1918	Kinston
Rosebaum, Carl .....	1916	Tarboro
*Rowland, George J. ....	1915	Henderson
*Rudisell, Jones Solomon .....	1910	Cliffside

## S

Salling, A. T. ....	1912	Wilmington
Sally, W. M. ....	1912	Statesville
Sauls, M. M. ....	1915	Ayden
Saunders, Andrew J. ....	1913	Belmont
Scott, John M. ....	1898	Charlotte
*Secrest, Andrew McDowd, Ph.G. ....	1907	Monroe
Seawell, Charles Carson .....	1912	High Point
Sedberry, Clarence D., Ph. G. ....	1888	Fayetteville
Sedberry, H. S. ....	1892	Fayetteville
*Sessoms, Murray Mansfield .....	1915	Durham
Shaw, Rufus Sugg .....	1917	Scotland Neck
*Shell, Junius E. ....	1898	Lenoir
Sheppard, John W., Ph. G. ....	1896	Charlotte
*Shelton, C. F. ....	1916	Chadbourn
Shook, Eulan .....	1918	Newton
Simpson, Thomas S. ....	1916	Winston-Salem
Smith, Casper .....	1914	Wilson
Smith, Fitz Lee .....	1918	Lexington
Smith, Frank S. ....	1907	Asheville
Smith, Frank T. ....	1888	Franklin
Smith, J. A. ....	1916	Wilmington

Smith, Thomas L. ....	1917	Plymouth
Smith, William Oscar .....	1915	Greensboro
Snuggs, W. H. ....	1911	Albemarle
*Soler, Alberto .....	1918	Santiago de Cuba
*Souders, O. Otis.....	1918	Fayetteville
*Spencer, John Albert .....	1915	Durham
*Spencer, Robert B. ....	1916	Rocky Mount
Stainback, Theodore Edgar .....	1915	Kinston
Stallings, W. Herbert .....	1916	Spring Hope
Stanback, Thomas Melville .....	1917	Spencer
Stewart, J. Marcus .....	1916	Fayetteville
Stimson, J. R. ....	1912	Statesville
Stowe, Charles Dennis .....	1917	Sylva
Stowe, Harry R. ....	1912	Charlotte
*Stowe, James P. ....	1906	Charlotte
Stowe, Lester H. ....	1910	Charlotte
Suggs, Robert Bailey .....	1906	Belmont
Sutton, James Linwood .....	1915	Edenton
Swaringen, DeWitt C. ....	1909	China Grove
*Sykes, Ralph J. ....	1918	Greensboro

## T

*Tarkenton, Edward Lawrence .....	1903	Wilson
Tart, D. W. ....	1916	Roseboro
Tate, William Edwin .....	1915	Asheville
Taylor, John L. ....	1914	Oxford
Teague, M. Fitz .....	1917	Asheville
Temple, Jasper Owen .....	1915	Kinston
Thomas, Charles Robert .....	1911	Thomasville
Thomas, Eugene Ernest .....	1915	Roxboro
Thomas, E. R. ....	1907	Duke
Tolar, John Hughes, Jr. ....	1916	Goldsboro
Townsend, J. H. ....	1915	Red Springs
Trent, John Andrew .....	1913	Greensboro
Trotter, J. Robert .....	1917	Salisbury
*Tugwell, James B. ....	1916	Lillington
Turlington, Randall A. ....	1905	Wilson
Turner, Thomas A. ....	1915	Durham

## U

Underwood, James T. ....1918      Asheboro

## V

*Vaughn, P. W., Ph. G.* ....1880      Durham

## W

Walker, Benjamin Wyche .....1917      Rocky Mount  
 Walker, C. A. ....1912      Asheville  
 Walker, Thomas Arthur .....1917      Charlotte  
 \*Walton, Russell Charles .....1917      Raleigh  
 Warren, Burney Simon .....1914      Greenville  
 Warren, Daniel A. ....1917      Statesville  
 Warren, Lovett A. ....1917      Dunn  
 \*Waters, Geo. Walter, Jr., Ph. G....1910      Goldsboro  
 Watson, George Y. ....1904      Southport  
 Watson, Haywood Parker, Jr. ....1917      Winston-Salem  
 \*Wearn, W. H. ....1884      Charlotte  
 \***Welfare, Samuel E. (1917)**.....1906      Winston-Salem  
 Wharton, Lee A. ....1915      Gibsonville  
 Wheless, Robert Edward Lee .....1916      Warsaw  
 White, Henry Garfield .....1916      Elm City  
 White, James I. ....1918      Burlington  
 \*White, Julian E. ....1915      Raleigh  
 White, S. Arthur .....1916      Mebane  
 White, Walter Rodwell, Ph. G....1910      Warrenton  
 Wiley, Robert E. ....1917      Southern Pines  
 Wilkins, William R. ....1918      North Wilkesboro  
 \*Williams, Archibald Hunter A....1916      Oxford  
 Williams, H. C. ....1912      Canton  
 Williams, M. P. ....1902      Charlotte  
*Williams, Robert I.* ....1880      Raleigh  
 \*Williams, William Vellie .....1918      Goldsboro  
 Wolfe, William Samuel .....1918      Winston-Salem  
 Woolard, Edward W. ....1916      Wilmington  
 Worthy, F. S. ....1905      Washington

## Y

Young, John .....1918      Salisbury

## Z

*Zoeller, Edward Victor, Ph. G.....	1880	Tarboro
Zuckerman, Isaac Louis .....	1918	Durham

## Associate

*Blue, H. L., Jr. ....	1918	Fairmont
Claverie, Joseph Stanilous .....	1917	Asheville
Finley, Robert Sylvester .....	1917	Asheville
Roberts, Herschel .....	1918	Hendersonville
Shieder, George Abbott .....	1917	Asheville

## Honorary

Beal, James Hartley .....	Scio, Ohio
Hynson, Henry P. ....	Baltimore, Md.
Rusby, H. H. ....	New York City
Venable, Francis Preston .....	Chapel Hill, N. C.
Williams, John R. ....	Raleigh, N. C.
Wooten, Thomas V. ....	Chicago, Ill.

## Total Membership

Life Members .....	13
Associate Members .....	5
Honorary Members .....	6
Charter Members .....	13
New Members (1918) .....	46
Regular Members .....	333
<hr/>	
Total .....	426

Register of Active Members by Towns

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## ABERDEEN

Carter, Jesse  
Carter, Jesse, Jr.

## ALBEMARLE

Snuggs, W. H.

## APEX

Baucom, A. V.  
Holland, H. O.

## ASHEBORO

Fox, Charles M.  
Underwood, J. T.

## ASHEVILLE

Aiken, L. W.  
Baldwin, Penrose  
Carmichael, W. C.  
Claverie, J. S. (Assoc.)  
Cline, J. O.  
Cox, M. H.  
Dinwiddie, P. H.  
Finley, R. S. (Assoc.)  
Foster, J. C. C.  
Furman, R. L.  
Goode, J. A.  
McKay, D. M.  
McMullan, F. H.  
Pickelsimer, J. B.  
Powell, D. E.  
Raysor, C. A.  
Shieder, G. A. (Assoc.)  
Smith, Frank S.  
Tate, W. E.  
Teague, M. F.  
Walker, C. A.

## ATLANTA, GA.

Prior, J. L.

## AURORA

Fleming, C. H.

## AYDEN

McKinney, W. M.  
Sauls, M. M.

## BELMONT

Saunders, A. J.  
Suggs, R. B.

## BENSON

Gilbert, Loamie  
Morgan, J. T.  
Peacock, M. A.

## BESSEMER CITY

Horsley, H. T.

## BETHEL

Barnhill (Miss) Mabel

## BILTMORE

Byrd, Clement

## BREVARD

Brodie, M. P.

## BRYSON CITY

Bennett, A. M.  
Bennett, C. E.

## BURLINGTON

Andrews, R. H.  
Bradley, J. P.  
Henderson, J. L.  
Lea, L. J.  
Malone, C. E.  
White, J. I.



## CANTON

Martin, W. S.  
Williams, H. C.

## CARRBORO

Merritt, N. H.

## CARTHAGE

Cole, J. F.  
Ray, E. L.

## CHADBOURN

Hufham, W.  
Koonce, J. E.  
Shelton, C. F.

## CHAPEL HILL

Beard, J. G.  
Durham, C. I.  
Eubanks, C. L.  
Howell, E. V.  
Patterson, W. D.

## CHARLOTTE

Bailey, L. A.  
Burwell, G. E.  
Dunn, R. A.  
Hand, W. L.  
Haymore, J. B.  
Lynch, N. W.  
Reeves, L. A.  
Scott, J. M.  
Sheppard, J. W.  
Stowe, H. R.  
Stowe, J. P.  
Stowe, L. H.  
Walker, T. A.  
Wearn, W. H.  
Williams, M. P.

## NORTH CHARLOTTE

Harrison, E. R. V.

## CHERRYVILLE

Allen, H. H.

## CHINA GROVE

Swaringen, DeWitt C.

## CLIFFSIDE

Rudisell, J. S.

## CLINTON

Herring, W. H.  
Holliday, R. W.

## COLUMBIA

McKeel, C. B.

## CONCORD

Goodman, J. F.  
Lafferty, P. M.  
Marsh, M. L.

## CREEDMOOR

Gardner, C. V.

## CUBA (Santiago)

Soler, Alberto

## DANVILLE, VA.

Layden, H. W.

## DAVIDSON

Goodrum, C. S.  
Jetton, W. A.

## DUKE

Fitchett, C. E.  
Thomas, E. R.

## DUNN

Grantham, G. K.  
Hood, D. H.  
Hood, P. C.  
Lee, P. A.  
McKay, H. H.  
Warren, L. A.

## DURHAM

Andrews, F. J.  
Bernard, Germain  
Boone, D. L.  
Coleman, H. G.

- Council, C. T.  
Haywood, C. L.  
King, H. L.  
Mabry, W. A.  
Rea, Verne  
Rogers, R. P.  
Rogers, W. F.  
Sessoms, M. M.  
Spencer, J. A.  
Turner, T. A.  
Vaughan, P. W.  
Zuckerman, I. L.
- DURHAM, EAST  
Boone, J. T.  
King, J. R.
- EDENTON  
Leggett, W. A.  
Sutton, J. L.
- ELIZABETH CITY  
Atwater, G. M.  
Etheridge, S. G.  
Jacocks, F. G.  
Overman, H. S.
- ELKIN  
Lewis, R. B.
- ELM CITY  
White, H. G.
- ENFIELD  
Foster, Caney
- FAIR BLUFF  
Jones, J. B.
- FAIRMONT  
Pittman, H. H.  
Blue, H. L., Jr. (Assoc.)
- FAYETTEVILLE  
Briles, D. T.  
Byrd, George  
Horne, H. R.  
Horne, W. W.  
McKethan, H. A.  
Sedberry, C. D.  
Sedberry, H. S.  
Souders, O. O.  
Stewart, J. M.
- FOUR OAKS  
Cannady, R. C.
- FRANKLIN  
Smith, Frank T.
- FRANKLINTON  
Joyner, J. D.
- FREEMONT  
Lyon, O. H.
- FUQUAY SPRINGS  
Elliott, A. G.
- GASTONIA  
Adams, E. C.
- GIBSONVILLE  
Wharton, L. A.
- GOLDSBORO  
Brown, H. C.  
Hill, J. H.  
Miller, C. B.  
Tolar, J. H., Jr.  
Waters, G. W.  
Williams, W. V.
- GRAHAM  
Hardee, A. K.
- GREENSBORO  
Fordham, C. C.  
Gardner, Howard  
Hilton, C. M.

- Howerton, J. L.  
Jernigan, Rupert  
Kluttz, A. J.  
McDuffie, R. A.  
Pemberton, T. R.  
Richardson, L.  
Smith, W. O.  
Sykes, R. J.  
Trent, J. A.
- GREENVILLE  
Brown, J. K.  
Horne, C. J. O'H.  
Warren, B. S.
- HAMLET  
Birmingham, J. S.  
Mabry, C. S.
- HENDERSON  
Crabtree, E. P.  
Dorsey, Melville  
Kerner, L. C.  
May, T. H.  
Parker, W. W.  
Rowland, G. J.
- HENDERSONVILLE  
Allen, W. O.  
Brooks, J. F.  
Griffith, Wiltshire  
Hesterly, L. E.  
Hunter, F. V.  
Justus, W. H.  
Roberts, Herschel (Assoc.)  
Rose, J. L.
- HICKORY  
Keever, J. W.  
Lutz, H. C.
- HIGH POINT  
Mann, J. D.
- Matton, G. A.  
Ring, C. A.  
Ring, W. A.  
Seawell, C. C.
- HILLSBORO  
Andrews, C. M.  
Hayes, W. A.
- KENLY  
Fulghum, R. T.
- KERNERSVILLE  
Pinnix, J. M.
- KINGS MOUNTAIN  
Barnes, E. W.
- KINSTON  
Hood, J. E.  
Hood, W. D.  
Rosemond, J. F.  
Stainback, T. E.  
Temple, J. O.
- LA GRANGE  
Adams, R. M.  
Peele, J. F.
- LAURINBURG  
Fields, J. T., Jr.  
Matthews, W. S.
- LENOIR  
Abernethy, J. G.  
Ballew, J. G.  
Shell, J. E.
- LEXINGTON  
Smith, F. L.
- LILLINGTON  
Tugwell, J. B.
- LINCOLTON  
Costner, B. P.
- LITTLETON  
Boyce, J. B., Jr.  
Harrison, T. N., Jr.

## LOUISBURG

Mitchell, C. P.

## LUMBERTON

Grantham, L. I.

McMillan, J. D.

Pope, H. L.

## MARION

Kirby, K. A.

## MARSHALL

Rhinehardt, C. B.

## MARSHVILLE

Griffin, B. C.

## MAXTON

Barnes, B. S.

Mayberry, E. B.

## MCADENVILLE

Betts, J. R., Jr.

## MARTINSVILLE, VA.

Dodson, Tyrel

## MEBANE

White, S. A.

## MONROE

Blair, S. O.

Secrest, A. M.

## MOORESVILLE

Goodman, G. C.

Miller, E. H.

## MOREHEAD CITY

Chalk, S. A.

## MORGANTON

Davis, E. B.

Greyer, C. P.

Riddle, H. L.

## MOUNT GILEAD

Ridenhour, D. G.

## MOUNT HOLLY

Lewis, H. R.

## MOUNT OLIVE

Pemberton, D. C.

## MOUNT PLEASANT

Moose, A. W.

## MURFREESBORO

Nicholson, T. H.

## NEWBERN

Bradham, C. D.

Hunter, B. W.

## NEWTON

Shook, Eulan

## NORTH WILKESBORO

Brame, R. M.

Cassel, A. S.

Wilkins, W. R.

## OLD FORT

Marley, F. H.

## OXFORD

Hancock, F. W.

Herring, R. R.

Lyon, F. F.

Rogers, R. A.

Taylor, J. L.

Williams, A. H. A.

## PITTSBORO

Eubanks, J. N.

Pilkington, G. R.

## PLYMOUTH

Smith, T. L.

## RAEFORD

Reaves, L. E.

## RALEIGH

Beddingfield, E. T.

Birdsong, E. G.

Boon, W. J.  
Brantley, J. C.  
Coppedge, J. B.  
Coppedge, J. W.  
Coppedge, O. G.  
Crabtree, Gilbert  
Ellington, C. W.  
Faucette, H. F.  
Faucette, W. P.  
Gaddy, H. M.  
Hatch, P. R., Jr.  
Hicks, H. T.  
Leavister, T. O.  
Page, B. F.  
Rhodes, Cader  
Riggan, R. D.  
Walton, R. C.  
White, J. E.  
Williams, R. I.

## RANDLEMAN

Matthews, W. F.

## RED SPRINGS

Graham, J. C.  
Grantham, Hiram  
McMillan, J. L.  
Townsend, J. H.

## REIDSVILLE

Gardner, T. L.

## RICH SQUARE

Bolton, J. C.

## ROCKY MOUNT

Brame, W. A.  
Rose, I. W.  
Spencer, R. B.  
Walker, B. W.

## ROSEBORO

Tart, D. W.

## ROSEMARY

Loftin, J. U.

## ROXBORO

Brewer, S. O.  
Thomas, E. E.

## ROWLAND

Barker, E. J.  
Lytch, J. E.  
McNeill, G. K.

## SALISBURY

Campbell, R. B.  
Carter, Samuel  
Carter, Stamey  
Compton, J. W.  
Higgins, C. M.  
Macon, A. B.  
Murphy, C. L.  
Purcell, S. M.  
Trotter, J. R.  
Young, John

## SANFORD

Crabtree, W. A.  
Murchison, E. E.  
Reid, W. W.

## SCOTLAND NECK

House, Joseph  
Shaw, R. S.

## SELMA

Harper, C. P.

## SHELBY

Kendall, H. E.

## SILER CITY

Elkins, W. B.

## SMITHFIELD

Creech, D. H.

Hood, H. C.  
Hood, T. R.

SOUTHERN PINES  
Wiley, R. E.

SOUTHPORT  
Leggett, W. O.  
Watson, G. Y.

SPENCER  
Brown, Chas.  
Cooke, H. M.  
Dowdy, D. A.  
Stanback, T. M.

SPRING HOPE  
Culpepper, F. D.  
Pike, E. L.  
Stallings, W. H.

STAR  
Mitchell, H. G.

STATESVILLE  
Cashwell, C. D.  
Gray, P. C.  
Hall, W. F.  
McKesson, L. W.  
Sally, W. M.  
Stimson, J. H.  
Warren, D. A.

SYLVA  
Hooper, F. L.  
Keener, J. B.  
Stowe, C. D.

TARBORO  
Cook, R. E. L.  
Copeland, R. R.  
Nicholson, A. T.

Rosebaum, Carl  
Zoeller, E. V.

THOMASVILLE  
Harville, R. C.  
Thomas, C. R.

TROY  
Nicholson, M. A.

TRYON  
Missildine, E. E.

WAKE FOREST  
Davis, J. E.  
Powers, L. B.

WALLACE  
Miller, C. M.

WARRENTON  
Burwell, W. R.  
Jones, Alpheus  
Miles, M. C.  
White, W. R.

WARSAW  
Brown, J. D.  
Wheless, R. E. L.

WASHINGTON  
Davenport, Lee  
Etheridge, S. B.  
Worthy, F. S.

WELDON  
Murphy, L. W.

WENDELL  
Brantley, P. C.  
Liles, W. A.  
Nowell, W. R.

WHITAKERS  
Burnett, J. P.  
Cutchins, J. M., Jr.

WILLIAMSTON

Clark, C. B.

WHITEVILLE

Formyduval, M.

WILMINGTON

Bellamy, R. R.

Benson, E. S.

Croom, J. L.

Elvington, D. A.

Fentress, H. L.

Futrelle, W. L.

Green, C. F.

Hardin, E. M.

Hardin, J. H.

Kelly, J. R.

Lord, C. A.

McManus, M. T. Y.

Miller, C. T.

Niestlie, William

Payne, H. E.

Salling, A. T.

Smith, J. A.

Woolard, E. W.

Smith, C.

Tarkenton, E. L.

Turlington, R. A.

WINDSOR

Gurley, W. B.

WINSTON-SALEM

Beach, N. L.

Bobbitt, L. M.

Buhmann, W. L.

Brame, P. J., Jr.

Fishel, A. L.

Hopkins, V. O.

Hutchins, J. A.

James, A. A.

Kirksey, L. H.

Landquist, T. E.

Lunn, F. H.

McArthur, R. M.

O'Hanlon, E. W.

Simpson, T. S.

Rider, I. H.

Simpson, T. S.

Watson, H. P., Jr.

Wolfe, W. S.

Welfare, S. E.

WILSON

Herring, N. B.

Moore, B. C.

Morrison, M. S.

Patterson, Alvis

ZEBULON

Daniel, E. C.

Harper, C. T.

## TRAVELING MEN'S AUXILIARY 1918-19

### OFFICERS 1918-19

President ..... J. B. Bowers  
 Vice-President ..... John Rowe  
 Secretary-Treasurer ..... Lambert Kuhn

### OFFICERS 1917-18

President ..... H. T. Kershaw  
 Vice-President ..... James B. Bowers  
 Secretary-Treasurer ..... Lambert Kuhn

### ROLL OF MEMBERS (Data furnished by Secretary Kuhn)

Bowers, J. B. .... Owens & Minor Drug Co. .... Richmond, Va.  
 Birch, Frank L. .... El Reeso Cigar Co. .... Greensboro, N. C.  
 Bateman, W. C. .... Bland Hotel ..... Raleigh, N. C.  
 Bass, J. E. .... Bordens Condensed Milk Co. .... New York City  
 Barnby, T. F. .... Horlick Milk Co. .... Racine, Wis.  
 Blanke, M. J. .... Ferrodine Chemical Co. .... Roanoke, Va.  
 Champion, E. .... Greensboro, N. C.  
 Coppage, J. .... W. H. King Drug Co. .... Raleigh, N. C.  
 Crine, Jos. .... Lee Roy Meyers Cigar Co. .... Savannah, Ga.  
 DeLamater, E. L. .... Guilford Hotel ..... Greensboro, N. C.  
 Davis, R. C. .... Richard Gwathney Co. .... Richmond, Va.  
 Duckett, Alf. .... W. H. King Drug Co. .... Raleigh, N. C.  
 Ferrill, O. E. .... Peabody Drug Co. .... Durham, N. C.  
 Foege, John, Jr. .... Richmond, Va.  
 Gilman, Frank N. .... Harris Grocery Co. .... Richmond, Va.  
 Grubs, W. I. .... Paramount Drug Co. .... Washington, D. C.  
 Gordon, David N. .... Worthington Ave. .... Charlotte, N. C.  
 Hayes, D. F. .... W. H. King Drug Co. .... Raleigh, N. C.  
 Hunter, R. W. .... W. H. King Drug Co. .... Raleigh, N. C.  
 Huft, B. O. .... Powers Taylor Co. .... Richmond, Va.  
 Hicks, H. T. .... Capudine Co. .... Raleigh, N. C.  
 Hamburger, Milton .... Wm. Deiches Co. .... Baltimore, Md.  
 Kershaw, H. T. .... Muth Bros. Company ..... Baltimore, Md.  
 Kuhn, Lambert .... P. O. Box 672 ..... Charlotte, N. C.  
 Landis, F. O. .... Raleigh, N. C.  
 Lovill, M. G. .... Davis Cigar Co. .... Baltimore, Md.  
 Leemkuhler, M. J. .... Miller Bros. Drug Co. .... Baltimore, Md.



Miles, Ira B.	Wm. Deiches Co.	Baltimore, Md.
Moore, Zeb.	Jno. M. Scott & Co.	Charlotte, N. C.
O'Bannon, J. B.	Jno. M. Scott & Co.	Charlotte, N. C.
Rea, Verne		Durham, N. C.
Reese, John T.	El Reeso Cigar Co.	Greensboro, N. C.
Rowe, John	Bland Hotel	Raleigh, N. C.
Richardson, H. S.	Vick Remedy Co.	Greensboro, N. C.
Reinheimer, Lee	Cliff Weil Cigar Co.	Richmond, Va.
Robertson, J. P.	1102 Pierce St.	Lynchburg, Va.
Simpson, T. S.	Justice Drug Co.	Greensboro, N. C.
Stoddard, M. W.	Franklin Caro Co.	Richmond, Va.
Stephenson, Miss E.	Nunnally Co.	Atlanta, Ga.
Shaefer, F. G.	P. O. Box No. 1	Charlotte, N. C.
Stover, W. R.		Bristol, Tenn.
Shipp, F. N.	Pepsi Cola Co.	New Bern, N. C.
Trollinger, E. F.	3100 E. 15th Ave.	Knoxville, Tenn.
Taylor, J. L.	Clayton Hotel	Charlotte, N. C.
Woodard, M.	Capital Cigar Co.	Raleigh, N. C.
Williams, F. J.		Durham, N. C.
Weilman, S. J.	Strauss Cigar Co.	Richmond, Va.
Watson, Fred A.		Lexington, N. C.
Underwood, H. P.		Goldsboro, N. C.
Van Gorder, I. R.	Miles Medical Co.	Elkhart, Ind.
Vaughan, P. W.		Durham, N. C.
Young, Leslie	2414 Grove Ave.	Richmond, Va.
Yearby, Adolph		Durham, N. C.
Wadsley, J. H.		Winston-S., N. C.

## FRANKLIN WILLS HANCOCK

Franklin Wills Hancock, the subject of this sketch, was born in New Bern, N. C., August 12, 1858, the son of Robert and Elizabeth Swann Hancock. His early education was obtained in the New Bern High School. Having been attracted to pharmacy, he entered the drug store of Dr. John L. Watkins as an apprentice. After being in Dr. Watkins' employ for eight years, he decided to embark in business for himself, so together with his brother Charles he bought the Watkins store and for another eight years conducted the business under the firm title of Hancock Brothers.

In 1884 Mr. Hancock received an attractive offer to act as traveling salesman for Parke, Davis & Co., drug manufacturers of Detroit with the territory of Virginia and the two Carolinas to cover. The next ten years found Mr. Hancock successfully engaged in building up a large patronage for this firm.

When the Pharmacy Act was passed in 1881, Mr. Hancock was among the first druggists of the State to be licensed as a registered pharmacist. The year previous (1880) he had played no small part in organizing the North Carolina Pharmaceutical Association in Raleigh. From that day to the present Mr. Hancock has been a constant and untiring worker in behalf of the Association, an indication of his interest in the work being the fact that of the thirty-nine annual meetings of this organization, he has attended all but the one in 1900. This one was missed because of the extreme illness of his wife. Mr. Hancock's ability was early recognized by the Association as manifested by his election in 1887 to serve the unexpired term of E. H. Meadows as a member of the N. C. Board of Pharmacy. He was again elected as a member of the Board in 1898 and has served continuously ever since. When his present term expires he will have served twenty-seven years as one of the examiners. The Board members elected him Secretary-Treasurer in 1902 to take the place of William Simpson, of Raleigh, who was forced to retire from this active work because of his failing health. Soon thereafter he was made Inspector for the Board of Pharmacy.

Mr. Hancock was elected as the eighth president of the North Carolina Pharmaceutical Association in 1887; was Secretary from 1890 to 1894. He has served repeatedly as delegate to the American Pharmaceutical Association, the N. A. R. D. and neighboring state associations.

Mr. Hancock was married in 1891 to Miss Lizzie Hobgood, of Oxford. To this union have been born the following children: Mrs. Rowland Shaw Pruette, Franklin W., Jr., Misses Mary Royall and Ethyl.

For fourteen years Mr. Hancock was a trustee of the University of North Carolina; was for six years chairman of the Granville County Board of Education; for many years a member of the Board of Alder-

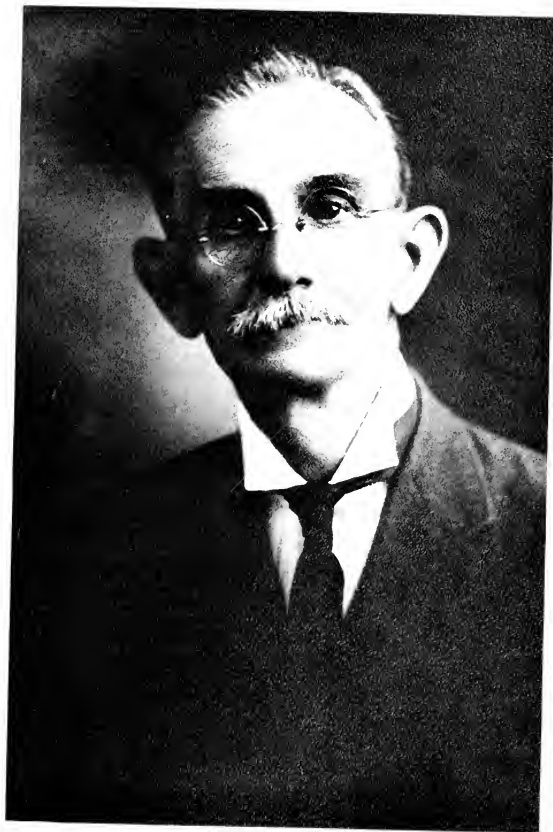
men both of New Bern and of Oxford. He has been a deacon in the Baptist church for thirty-five years. For twenty-four years was director in the National Bank of Granville. He is now Chief of Income Tax Division of the Internal Revenue Department for the Eastern District of North Carolina, in addition to serving as Secretary-Treasurer of and Inspector for the North Carolina Board of Pharmacy.

For thirty-seven years Mr. Hancock has attended the Legislature meetings on behalf of the Association, the greater part of this time being chairman of the Legislative Committee. In 1913 he was able to force the defeat of the bill to place a five dollar tax on every registered druggist in the State. Between four and five thousand dollars a year are thus saved North Carolina pharmacists. He rendered valuable service at the General Assembly of 1917 in helping secure the passage of the prerequisite law and in defeating the "open formula" bill introduced by the Board of Health.

Possessing a high type of Christian character, a keen sense of duty, rich in experience and ripe in the service of his profession, Frank Hancock's name is synonymous with pharmaceutical history in North Carolina for two score years. Having given and still giving his best thought and hardest work for the improvement of that which is life to him, he has the greatest of all blessings—the knowledge that he has given his best, is still in harness, and possesses the affection, admiration and gratitude of his co-workers.

J. G. B.





F. W. HANCOCK  
Oxford, N. C.

Secretary-Treasurer North Carolina Pharmaceutical Association



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**THIRTY-SEVENTH ANNUAL REPORT  
of the  
NORTH CAROLINA BOARD OF  
PHARMACY**

**1918**

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# NORTH CAROLINA BOARD OF PHARMACY

## Members and Organization, 1918-1919

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Commissioned by His Excellency, the Governor of  
North Carolina

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E. V. ZOELLER, Tarboro.....	Term expires April 28, 1922
F. W. HANCOCK, Oxford.....	Term expires April 28, 1924
W. W. HORNE, Fayetteville.....	Term expires April 28, 1920
C. P. GREYER, Morganton .....	Term expires April 28, 1921
F. S. SMITH, Asheville .....	Term expires April 28, 1923

### PRESIDENT

EDWARD V. ZOELLER .....Tarboro

### SECRETARY-TREASURER

F. W. HANCOCK .....Oxford

### ATTORNEY

B. S. ROYSTER .....Oxford



REPORT OF F. W. HANCOCK  
Secretary-Treasurer North Carolina  
Board of Pharmacy

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OXFORD, N. C., June 1, 1918.

To His Excellency,

THOMAS WALTER BICKETT, *Governor*,

Raleigh, N. C.

Sir:

I have the honor to submit to your Excellency and to the North Carolina Pharmaceutical Association in compliance with section 9 of the North Carolina Pharmacy Law a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1918.

The Eighty-Ninth meeting of the Board was held at Raleigh, June 5, 6, 7, and 8, 1917, with all its members present.

Mr. E. V. Zoeller of Tarboro presented his commission from the Governor as a member of the Board for a term of five years from May 28, 1917, and attached thereto was the oath of office taken before the Clerk of the Superior Court of Edgecombe County.

He thereupon re-entered upon the duties of his office.

Eighty-one (81) candidates appeared before the Board for examination, the theoretical being held in the Senate Chamber and the practical work being done at the Chemical Laboratory of the A. and E. College.

The following thirty-nine (39) candidates were successful:

W. T. Andrews .....	Fairmont
C. H. Beddingfield .....	Raleigh
G. F. Bigby .....	Anderson, S. C.
L. M. Bobbitt .....	Winston-Salem
Charlie Brown .....	Burlington
C. H. Crane .....	Charlotte
C. L. Crater .....	Elkin
M. E. Dizor .....	Zebulon
D. A. Dowdy .....	Badin
S. McG. Edwards .....	Ayden

R. D. Farrell	Graham
J. T. Fields, Jr.	Laurinburg
R. L. Gooch	Oxford
J. C. Graham, Jr.	Hendersonville
R. S. Hairston (Col)	Winston-Salem
Joseph Hollingsworth	Mount Airy
J. H. Johnson	North Wilkesboro
J. B. Keener	Winston-Salem
E. H. Layden	Lexington
W. A. Liles	Wendell
C. S. Mabry	Norwood
C. E. Matthews, Jr.	Roanoke Rapids
C. B. McKeel, Jr.	Columbia
C. L. Murphy	North Wilkesboro
W. G. Nelson	New Bern
H. C. Newsom	Marshville
R. H. Sandling	Clinton
R. S. Shaw	Halifax
J. T. Stevenson	Elizabeth City
C. D. Stowe	Asheville
P. B. Summey	Dallas
H. O. Tucker	Whitakers
J. A. VanValzah	Raleigh
C. E. Walker	Hickory
B. W. Walker	Rocky Mount
L. A. Warren	Newton Grove
D. A. Warren	Statesville
J. I. White	Burlington
C. E. Worthington	Ayden

The ninetieth (90) meeting of the Board took place November 9, 10, 11, and 12, 1917, in Raleigh, all members being present.

Thirty-seven (37) candidates took the examination. The following twenty-four (24), being successful, were duly licensed and registered:

W. O. Allen	Hendersonville
R. E. Barrett	Burlington
M. P. Brodie	Brevard
G. E. Brookshire	Asheville
R. B. Campbell	Taylorsville
G. B. Cheek	Durham
J. M. Chesnutt	Clinton
Tyree Dodson	Greensboro

C. T. Durham .....	Chapel Hill
Lester Fisher .....	Concord
C. V. Garner .....	Creedmoor
P. R. Hatch, Jr. ....	Raleigh
N. B. Herring .....	Wilson
J. W. Hinderlite .....	Raleigh
M. L. Jones (Col) .....	Wilmington
E. DeB. Ledbetter .....	Chapel Hill
M. C. Miles .....	Warrenton
F. L. Powell .....	Whiteville
R. A. Rogers .....	Oxford
F. L. Smith .....	Lexington
J. F. Smith .....	Mebane
J. C. Taylor .....	Rosemary
Wm. F. Tingen .....	Raleigh
Wm. S. Woodard (Col) .....	Rockingham

### CANDIDATE MAKING HIGHEST AVERAGE.

I take pleasure in reporting that out of 24 successful candidates at the November, 1917, examination, and ten at the June 1918, examination of our Board, Mr. Jesse Turlington Morgan of Benson, N. C., who took the June, 1918, examination, made the highest average, 93 per cent., thus winning the Beal Membership Prize and the Hancock Medal.

We regret that Mr. J. E. Shell, our Assistant Inspector, was unable to do much inspection during this year. He secured a more profitable position in his home town and, naturally, preferred this to duties that required him to be on the road.

Mr. Roy Champion of Raleigh took up this work for a short time, but he, also, secured a better position and gave up this.

He visited the following towns:

Wilson, Nashville, Spring Hope, Norlina, Weldon, Warrenton, Roanoke Rapids, Rosemary, Tarboro, Salisbury, Charlotte, High Point, North Charlotte, Spencer, Thomasville, Lexington, Winston-Salem, Rocky Mount.

On account of the war and the scarcity of good men posted in the drug business and conditions, we have been unable to get a suitable man to assist in inspection work, but we hope during the coming year to be able to get a good man who will be able to devote most of his time to this work.

I beg to report that I have visited and inspected during the year ending May 31, 1918, drug stores in the following towns:

Asheville, West Asheville, Biltmore, Black Mountain, Greensboro, Durham, Chapel Hill, Hillsboro, Wake Forest, East Durham, West Durham, Creedmoor, Henderson, Goldsboro, Burlington, Haw River, Graham, Gibsonville, Selma, Smithfield, Franklinton.

### PROSECUTIONS

On account of the war and the large number of our licensed men who have volunteered or been drafted for service, we have had to be more lenient in our enforcement of the law and have had to give some of our druggists additional time in securing registered men. A large number of minor violations have been adjusted by visitation and a larger number by correspondence.

After several visits to Chapel Hill and repeated efforts to get Mr. A. G. Webb, part owner and manager of the Carolina Pharmacy, at that place, to comply with the law by securing a licensed pharmacist to run his business, I appeared before the Grand Jury at Hillsboro, N. C., at the fall term of Orange Superior Court, December 3, 1917, and had him indicted. The case came up for trial at the spring term of said court. He having closed up his business and pleading guilty, judgment was suspended upon payment of the cost.

### PREREQUISITE LAW

which changes the age of candidates taking the examination from 18 to 21 and requiring at least nine months' attendance at a reputable school or college of pharmacy, and which was passed by our Legislature several years ago, went into effect January 1, 1918. For copy of this law see page 127.

Definition of a Reputable School or College of Pharmacy as adopted by our Board, you will find on page 127.

### RECIPROCITY

After the amendment to our Pharmacy Law went into effect January 1, 1918, our Board became active members of the National Association of Boards of Pharmacy, thereby re-

ciprocating certificates with forty-two other states. The Board after careful consideration thought this a wise step and I feel sure it will meet with the hearty approval of the entire profession throughout the State.

The following are the states with which we reciprocate certificates :

Alabama, Arizona, Arkansas, Colorado, Connecticut, Delaware, District of Columbia, Florida, Georgia, Idaho, Illinois, Indiana, Iowa, Kansas, Kentucky, Louisiana, Maine, Maryland, Massachusetts, Michigan, Mississippi, Missouri, Montana, Nebraska, Nevada, New Hampshire, New Mexico, North Dakota, Oklahoma, Oregon, Pennsylvania, South Carolina, South Dakota, Tennessee, Texas, Utah, Vermont, Virginia, West Virginia, Wisconsin.

The following registered pharmacists, failing to renew their licenses, were removed from the register, in accordance with section 19 of the Pharmacy Law :

Bell, Dr. G. M.	Wakefield
Coleman, W. P. (Col)	Raleigh
Dawson, Dr. W. W.	Grifton
Eagles, J. L. (Col)	Charlotte
Eley, H. S.	Suffolk, Va.
Hage, Doane	Asheville
Hall, Guy	Clarkton, Ga.
Hay, Dr. W. S.	Cornelius
King, L. M.	Chattanooga
Mayer, C. R.	Charlotte
McClenahan, W. A.	Norfolk, Va.
McIver, J. A.	Jonesboro
Robertson, E. G.	Roanoke Rapids
Simpson, T. C.	Winston-Salem
Smith, John R.	Mount Olive
Swindell, D. C.	Rocky Mount
Williams, Benjamin (Col)	Charlotte

The following physicians holding permits to conduct drug renew their permits, were dropped from the list in accordance with section 19 of the Pharmacy Law :

Stewart, Dr. James J.	Conover, Catawba County
Morrow, Dr. Thomas L.	Sweptsonville, Alamance County
Floyd, Dr. Lawrence D.	Cerro Gordo, Columbus County
Palmer, Dr. Horace	Vaughn, Warren County
Warren, Dr. Robert F.	Prospect Hill, Caswell County

McDaniel, Dr. Chas. B.	Spindale, Rutherford County
Orr, Dr. Wm.	Matthews, Mecklenburg County
Shaw, Dr. Colin	Maysville, Jones County
Teague, Dr. James H.	Whittier, Swain County
Lovett, Dr. Wm. D.	Montezuma, Avery County
Copening, Dr. Oscar J.	Granite Falls, Caldwell County
Martin, Dr. Richard E.	Candor, Montgomery County
Sessoms, Dr. Edwin T.	Turkey, Sampson County
Whitley, Dr. Lloyd L.	Lumber Bridge, Robeson County
Hodges, Dr. Joseph M.	Newland, Avery County
Lovill, Dr. Robert J.	Wingate, Union County
Gibbs, Dr. Emmett W.	Mooresboro, Cleveland County
Moore, Dr. Tilon V.	Acme, Columbus County

Permits to conduct drug stores in towns or villages of five hundred inhabitants or less, were issued to the following physicians:

Dr. Jerome Lyda Reeves	Whittier, Swain County
Dr. Jno. Moses Maness	Ellerbe, Richmond County
Dr. Jno. Monroe McMillan	Candor, Montgomery County
Dr. David Thomas Long	Hurdle Mills, Person County
Dr. Wm. Burdette Chapin	Townsville, Vance County

Copies of original certificates were issued to the following:

James Kerr	Wilmington
Edwin Nowell	Greensboro

The following pharmacists were re-registered:

L. C. Ashcraft	Washington, D. C.
J. V. Eubanks	Gastonia
Dr. E. D. Fisher	Evansville, Ind.
C. E. Gallaway	Mount Airy
A. S. Johnson	Smithfield
Allen Lee	Wilson
J. R. Reagan	Weaverville
L. C. Yancey (Col)	Greensboro

Registered by reciprocity:

Tinsley, Martin Roberts	Martinsville, Va.
Claverie, Joseph Stanislaus	New Orleans, La.

Registered in other states by reciprocity:

J. F. Brooks, of Hendersonville	In Tennessee
Tyree Dodson, of Greensboro	In Virginia

The following pharmacists, six in number, have died during the year:

Vernon Few .....	Hendersonville
W. W. Kidd .....	Charlotte
Dr. Oscar McMullen .....	Elizabeth City
John Pescud .....	Raleigh
John Reedy .....	Lowryville, S. C.
William Cohen .....	Weldon
Jefferson Reeves .....	Waynesville

## THE WAR

The war in which our country is now engaged has made the conditions of the retail drug trade very serious. Many of our clerks have had to lay down the graduate, pestle, and mortar, to shoulder the musket in our Nation's defense—and no profession of men has done it more willingly than they. Just here I wish to say that it is a shame, gentlemen, that a profession like ours, which is equal to any and superior to many, has not received higher recognition by Congress, in that it has not been given a rank in the army and navy, when the Medical and Dental professions and even Veterinarians have been given such rank.

As I said, a serious condition confronts us. It is impossible to get registered men for all the places. They are being drafted every day to be carried across the seas, so that in Washington, D. C., and some other places, the stores have had to be closed for lack of registered help. For this reason I have shown leniency and have been patient in helping our druggists to secure men. In some of the smaller towns I have had to get physicians to apply for permits to relieve the situation, but of course I cannot do this in the larger towns. I do not know what will be the outcome of these conditions during the coming year. It is a matter to which we should be giving some careful thought.

Total number Registered Pharmacists .....	1,005
Total number Physicians holding Permits .....	52
Total number candidates examined .....	118
Total number candidates licensed .....	63

I hereby submit report of receipts and disbursements for the current year as follows:

## 1917—

June 1.	By Balance on Hand .....	\$ 447.79
June 5.	By amount received from 81 candidates examined.....	405.00
Nov. 10.	By amount received from 37 candidates examined.....	185.00
Oct. 31.	By amount received from Pharmacists' Renewals.....	2,010.00
	By amount rec. from Physicians' Permit Renewals .....	104.00

## 1918—

May 31.	By amount received from re-registration fees .....	15.00
	By amount received from Physicians' Permits.....	12.00
	By amount received from fees for copies of original certificates .....	3.00
	By amount received from registration by reciprocity .....	20.00
		<hr/>
		\$3,201.79

## 1917—

June 1.	To Raleigh Postoffice account for stamps.....	\$ 5.00
10.	To E. V. Zoeller, per diem and exp. at. Bd. meeting .....	66.45
	To W. W. Horne, per diem and exp at. Bd. meeting .....	48.00
	To I. W. Rose, per diem and exp. at. Bd. meeting.....	47.60
	To C. P. Greyer, per diem and exp. at Bd. meeting..	56.78
	To F. W. Hancock, per diem at. Bd. meeting.....	35.00
	To C. F. Clayton, account .....	12.50
	To W. D. Terry, account (Janitor at Capitol).....	5.00
20.	To Raleigh Postoffice, account stamps.....	3.50
30.	To Edwards and Broughton Printing Co., printing.....	.90
July 1.	To Reid and Wilson, printing .....	3.55
10.	To B. Frank, fixing typewriter.....	6.00
17.	To Sou. Express Co. ....	.29
	To Sou. Express Co. ....	.26
25.	To Oxford Postoffice, stamps .....	20.00
Aug. 10.	To Oxford Postoffice, stamps .....	5.00
18.	To the Britt Printery, printing .....	3.75
	To Edwards and Broughton Printing Co., printing.....	2.12
23.	To Southern Express Co. ....	.33
Sept. 1.	To Raleigh Postoffice, stamps .....	1.00
8.	To Oxford Postoffice, stamps .....	5.00
12.	To Western Union Telegraph Co. ....	.50
12.	To W. T. Terry, rubber stamps .....	.70
13.	To Britt Printery, printing .....	.75
15.	To Oxford Postoffice, stamps .....	5.00
28.	To Oxford Postoffice, stamps .....	4.00



Oct.	1.	To Queen City Printing Co., print'g Bd. proceedings	50.00
	2.	To Raleigh Postoffice, box rent	1.00
		To American Surety Co., Secretary's bond	4.00
	12.	To Oxford Orphanage, printing	5.50
		To Oxford Orphanage, printing	5.00
		To Oxford Orphanage, printing	3.25
		To Raleigh Postoffice, stamps	4.00
	15.	To James E. Thiem, rubber pad, ink	.40
		To Essex Pad and Paper Co., ex. books	19.59
		To Sou. R. R. Co., freight and cartage on ex. books	1.26
	27.	To H. B. Gilpin Co., drugs for specimens	1.72
	29.	To Raleigh Postoffice, stamps	3.75
Nov	4.	To Sou. Express Co.	.40
	8.	To Alfred Williams Co., writing pads	.75
	9.	To F. W. Woolworth Co., towels	1.30
		To Raleigh Postoffice, stamps	4.00
		To W. H. King Drug Co., drugs for prac. work	9.61
		To C. F. Clayton	12.50
	15.	To E. V. Zoeller, per diem and exp. Bd. meeting	61.15
		To W. W. Horne, per diem and exp. Bd. meeting	36.16
		To I. W. Rose, per diem and exp. Bd. meeting	26.56
		To C. P. Greyer, per diem and exp. Bd. meeting	44.93
		To F. W. Hancock, per diem	30.00
		To Raleigh Postoffice, stamps	5.00
		To W. D. Terry, janitor Capitol	5.00
		To Reid and Wilson, printing	5.15
		To Wm. Farrior, janitor A. and E. College	2.00
	19.	To Oxford Orphanage, printing	2.00
Dec.	5.	To Oxford Postoffice, stamps	4.95
	6.	To Edwards and Broughton Co., printing	10.00
	8.	To Oxford Orphanage	3.00
	24.	To Raleigh Postoffice, stamps	2.50

## 1918—

Jan.	2.	To National Association Bd's Pharmacy dues	35.00
	3.	To Raleigh Postoffice, box rent	1.00
	15.	To Raleigh Postoffice, stamps	2.50
	28.	To Gen. B. S. Royster, attorney's fee	25.00
Feb.		To Raleigh Postoffice, stamps	4.75
	10.	To Raleigh Postoffice, stamps	3.00
	25.	To Raleigh Postoffice, stamps	2.50
Mar.	14.	To Raleigh Postoffice, stamps	5.50
Apr.	2.	To Raleigh Postoffice, stamps	1.00
	23.	To Raleigh Postoffice, stamps	3.75

May 5.	To Raleigh Postoffice, stamps .....	5.00
14.	To Oxford Orphanage, printing .....	4.50
15.	To Oxford Orphanage, printing .....	7.75
18.	To Oxford Orphanage, printing .....	7.00
	To H. B. Gilpin Co., drugs for specimens.....	2.70
20.	To W. H. King Co., drugs for practical work.....	6.28
25.	To Reid and Wilson, printing .....	5.80
27.	To E. M. Uzzell, printing .....	40.00
31.	To F. W. Woolworth, towels for practical work.....	2.00
	To Edwards and Broughton Printing Co., printing.....	9.50
	To Commercial National Bank, exchange .....	7.30
	To J. C. Brantly, drugs for specimens, etc. ....	1.90
	To J. E. Shell, exp. and per diem insp. June, 1917.....	49.75
	To Roy Champion, exp. trav. for insp. Feb., 1918.....	22.30
	To Roy Champion, per diem for insp. Feb., 1918.....	25.00
	To Roy Champion, exp. trav. March, 1918.....	31.22
	To Roy Champion, per diem for insp. March, 1918.....	20.00
	To exp. trav. for insp. June, 1917 .....	25.80
	To per diem for insp. June, 1917 .....	30.00
	To exp. trav. for insp. July, 1917 .....	23.70
	To per diem for insp. July, 1917 .....	20.00
	To exp. trav. for insp. August, 1917 .....	20.65
	To per diem for insp. August, 1917 .....	25.00
	To exp. trav. for insp. December, 1917.....	20.40
	To per diem for insp. December, 1917.....	25.00
	To expenses trav. for insp. April, 1918 .....	20.90
	To per diem for insp. April, 1918 .....	25.00
	To salary as Sec.-Treas for year ending May 31, 1918	600.00
	To balance on hand .....	\$1,327.93
Total	.....	\$3,201.79

Respectfully submitted,

F. W. HANCOCK,  
Secretary-Treasurer.

## NORTH CAROLINA BOARD OF PHARMACY

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By-Laws

Two regular meetings of the Board for the Examination of candidates and for such other business as may come before them shall be held every year in the City of Raleigh at such dates as may be fixed by the Board.

Special meetings may be held when called by the President, or on written request of three members of the Board at such times and places as may be stated in the call. At special meetings, only the business stated in the call shall be considered.

The officers of the Board shall consist of a President and a Secretary-Treasurer. The terms of these officers shall run through the period of their membership of the Board, unless the Board should desire to end the terms of either or both sooner.

The President shall have general supervision of the business and examinations, and with the Secretary-Treasurer shall report at every regular meeting the matters that have had attention since the last meeting.

The Secretary-Treasurer shall be the executive officer to perform such duties as are imposed upon him by the Pharmacy Act, and such others as the Board from time to time may direct. At every regular meeting he shall furnish a detailed statement of all receipts and expenditures for approval, and at each annual meeting a complete financial statement of the past fiscal year's business. He shall furnish bond in an approved surety company for one thousand dollars, the premiums to be paid by the Board, for the faithful collection and disbursing of all funds coming into and passing from his hands. The bond should be filed with and remain in the custody of the President. He shall be the custodian of the books and papers of the Board, and at each annual meeting present an inventory of all the property in his care. This responsibility of a Secretary-Treasurer going out of office shall not be ended until he shall present to the Board a receipt from his successor for said property.

No By-Laws or Rule of the Board shall be added to, changed or suspended without the concurrence of three members at a regular meeting.

## RULES FOR THE GOVERNMENT OF THE NORTH CAROLINA BOARD OF PHARMACY

Examinations shall be mainly written, and divided under four heads, namely:

1. Materia Medica, Posology, and Toxicology, with identification of vegetable and animal drugs.
2. Theoretical Pharmacy.
3. Practical Pharmacy, including prescription criticism and reading, with identification of galenicals.
4. Pharmaceutical Chemistry, with identification of chemicals.

Written questions shall be arranged as nearly as practicable into ten main questions under each head, with sub-questions.

For the purpose of grading or rating, answers to questions shall be valued by marks or points based on their importance, as determined by the judgment of the examiner.

A general average of seventy-five per cent., with not less than sixty per cent. under any head or department, shall be required to pass.

No application for registration, license or permit, shall be considered, unless made out, and duly sworn to, upon the official form of the Board, and accompanied by the required fee.

### PREREQUISITE LAW Went Into Effect January 1, 1918

A BILL TO BE ENTITLED AN ACT TO AMEND CHAPTER 95 OF THE REVISAL OF 1905, RELATING TO PHARMACISTS

*The General Assembly of North Carolina do enact:*

SECTION 1. That section four thousand four hundred and eighty of the Revisal of nineteen hundred and five be stricken out and the following inserted in lieu thereof:

"SECTION 14. That in order to become licensed as a pharmacist, within the meaning of this act, an applicant shall be not less than twenty-one years of age, he shall present to the Board of Pharmacy satisfactory evidence that he has had four years of experience in pharmacy under the instruction of a licensed pharmacist, and that he has had at least nine months attendance at a reputable school or college of pharmacy or medicine; and he shall also pass a satisfactory examination of the Board of Pharmacy: *Provided, however,* that the actual time of attendance at a reputable school or college of pharmacy, not to exceed two years, may be deducted from the time of experience required."

SEC. 2. That the provisions of this act shall not affect any one now licensed as a pharmacist or who may become licensed before January, nineteen hundred and eighteen.

SEC. 3. That this act shall be in force from and after January first, nineteen hundred and eighteen.

## BUSINESS ORDER

Roll call and *pro tem* appointments.  
Reading and approving minutes.  
Miscellaneous communications.  
Reports of officers and committees.  
Special orders.  
Unfinished business.  
New business.  
Choosing place and time of next meeting.  
Adjournment.

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## DEFINITION of a REPUTABLE SCHOOL or COLLEGE OF PHARMACY ADOPTED BY THE NORTH CAROLINA BOARD OF PHARMACY

January 1, 1918

A reputable school or college of Pharmacy is held to be:

1st. An institution that is incorporated as a school or college of Pharmacy, or a department of a regularly incorporated educational institution, or a department of a state university.

2nd. An institution whose course of instruction includes oral lectures, personal laboratory work, recitations and reviews. This shall exclude work in absentia.

3rd. An institution whose minimum entrance requirement shall be two years of high school work or its equivalent, and whose course for graduation shall consist of not less than twelve hundred hours' instruction, of which at least five hundred hours shall consist of lectures and recitations; such work to be given in a period of fifty weeks, occupying not less than two full college years with at least two months' intermission between the two years.

It is also held that the certificate required by the Pharmacy Act for nine months of attendance at a school of Pharmacy or Medicine shall show not less than thirty-six weeks of actual time devoted to the courses of instruction and satisfactory compliance with the school's requirements.

# LIST OF REGISTERED PHARMACISTS IN NORTH CAROLINA

Revised September 1, 1918

## A

1. Abernethy, J. G. .... Lenoir
2. Adams, J. L. .... Gastonia
3. Adams, E. C. .... Gastonia
4. Adams, R. McC. .... LaGrange
5. Aiken, J. H. .... Hickory
6. Aiken, L. W. .... Asheville
7. Aldhiser, H. H. .... Broadway, Va.
8. Alexander, O. T. .... Asheville
9. Allen, C. H. .... Star
10. Allen, W. W. .... Hendersonville
11. Allen, H. H. .... Shelby
12. Allen, W. O. .... Hendersonville
13. Allison, T. B. .... Asheville
14. Amiss, J. T. .... Asheville
15. Anderson, J. M. .... Newbern
16. Andrews, C. M. .... Hillsboro
17. Andrews, F. J. .... Durham
18. Andrews, J. P. .... Albemarle
19. Andrews, R. H. .... Chapel Hill
20. Andrews, W. T. .... Fairmont
21. Arps, P. M. .... Plymouth
22. Ashcraft, H. C. .... Marshville
23. Ashcraft, L. C. .... Washington, D. C.
24. Ashford, A. J. .... Kinston
25. Atwater, G. M. .... Elizabeth City
26. Austin, T. E. .... Roxboro
27. Avinger, N. S. .... Rocky Mount

## B

28. Bailey, L. A. .... Charlotte
29. Baker, J. P. .... Bartlesville, Okla.

30. Baker, H. D. .... Bartlesville, Okla.
31. Baldwin, Penrose ..... Asheville
32. Balance, J. R. .... Aurora
33. Ballew, J. G. .... Lenoir
34. Banner, John ..... Mount Airy
35. Barham, W. K. .... Warrenton
36. Barker, Wm. R. .... Salisbury
37. Barker, E. J. .... Rowland
38. Barker, W. B. .... Greensboro
39. Barkley, D. E. .... Franklinton
40. Barnes, B. S. .... Maxton
41. Barnes, E. W. .... Kings Mountain
42. Barnes, H. A. .... Maxton
43. Barnhill, W. L. .... Morehead City
44. Barnhill, Miss Mabel ..... Bethel
45. Barrett, A. F. .... Burlington
46. Barrett, R. E. .... Burlington
47. Bateman, W. C. .... Raleigh
48. Battle, J. P., M.D. .... Nashville
49. Baucom, A. V. .... Apex
50. Beach, N. L., Jr. .... Winston-Salem
51. Beard, J. G. .... Chapel Hill
52. Beavans, W. E. .... Enfield
53. Beck, R. T. .... Germanton
54. Beddingfield, E. T. .... Raleigh
55. Beddingfield, C. H. .... Clayton
56. Bell, H. M. .... Windsor
57. Bell, F. R. .... Beaufort
58. Bellamy, R. R. .... Wilmington
59. Bennett, K. E. .... Bryson City
60. Bennett, A. M., M.D. .... Bryson City
61. Benson, E. S. .... Wilmington
62. Berg, Jens ..... Southport
63. Bernard, Germain ..... Durham
64. Betts, J. R. .... Macon
65. Betts, J. R., Jr. .... Macon
66. Betts, J. A. .... Charlotte

67.	Bigby, G. F. ....	Anderson, S. C.
68.	Biggs, W. H. ....	Williamston
69.	Biggs, J. W. ....	Williamston
70.	Biggs, Sylvester .....	Rockingham
71.	Bilbro, Q. T. ....	Greenville
72.	Bingham, W. H. ....	Concord
73.	Birdsong, E. G. ....	Raleigh
74.	Birmingham, J. S. ....	Parkton
75.	Bizzell, F. B. ....	Kinston
76.	Blackwelder, G. S. ....	Hickory
77.	Blair, R. K. ....	Charlotte
78.	Blair, S. O. ....	Monroe
79.	Blair, C. W. (col.) .....	Gastonia
80.	Blake, J. H. ....	Asheville
81.	Bland, D. L. (col.) .....	Charlotte
82.	Blauvelt, W. H. ....	Asheville
83.	Blue, A. F. ....	Laurinburg
84.	Blue, D. S. ....	Southern Pines
85.	Blythe, E. W. ....	Brevard
86.	Boaz, R. J. ....	Burlington
87.	Bobbitt, L. M. ....	Macon
88.	Bobbitt, J. H. ....	Statesville
89.	Boddie, S. P. ....	Louisburg
90.	Bogue, A. G. ....	Fremont
91.	Bolton, J. C. ....	Rich Square
92.	Bonner, Brem .....	Hickory
93.	Bonner, Robert .....	Hickory
94.	Boon, W. J. ....	Raleigh
95.	Boone, D. L. ....	Durham
96.	Boone, J. T. ....	East Durham
97.	Bost, J. E. ....	Atlanta, Ga.
98.	Boyce, J. B., Jr. ....	Warrenton
99.	Bradham, C. D. ....	Newbern
100.	Bradley, Augustus .....	Burlington
101.	Bradley, J. P. ....	Burlington
102.	Bradsher, W. D. ....	Oxford
103.	Brady, C. A. ....	Newton



104.	Brame, P. J., Jr. ....	Winston-Salem
105.	Brame, R. M. ....	North Wilkesboro
106.	Brame, W. A. ....	Rocky Mount
107.	Brandon, N. C. ....	Yanceyville
108.	Brantley, P. C. ....	Wendell
109.	Brantley, J. C. ....	Raleigh
110.	Brewer, S. O. ....	Roxboro
111.	Briles, D. T. ....	Fayetteville
112.	Brinkley, J. H. ....	Newbern
113.	Brittain, G. W. ....	Reidsville
114.	Brodie, M. P. ....	Brevard
115.	Brooks, J. F. ....	Hendersonville
116.	Brookshire, G. E. ....	Asheville
117.	Brown, B. W. ....	Petersburg, Va.
118.	Brown, J. D. ....	Warsaw
119.	Brown, T. J. (col.) ....	Winston-Salem
120.	Brown, Charles ....	Burlington
121.	Brown, J. K. ....	Greenville
122.	Brown, H. C. ....	Goldsboro
123.	Brown, C. M., M.D. ....	Washington
124.	Browning, H. R. ....	Littleton
125.	Bruce, Jefferson ....	Hot Springs
126.	Bryan, J. W. ....	Greenville
127.	Bryant, W. D. ....	Tarboro
128.	Buhmann, Walter ....	Winston-Salem
129.	Bullock, T. C., M.D. ....	Autryville
130.	Bunting, J. H. ....	Wilmington
131.	Burnett, B. J. (col.) ....	Rocky Mount
132.	Burnett, J. P. ....	Whitakers
133.	Burton, J. E. ....	Lompoc, Cal.
134.	Burwell, W. R. ....	Charlotte
135.	Burwell, G. E. ....	Charlotte
136.	Burwell, W. A. ....	Warrenton
137.	Butler, R. F. ....	Newbern
138.	Butler, A. B. ....	Roseboro
139.	Byrd, Clement ....	Biltmore
140.	Byrd, George ....	Fayetteville

## C

141.	Caldwell, P. G.	Gastonia
142.	Callahan, James	Winston-Salem
143.	Campbell, H. T.	Hickory
144.	Campbell, R. B.	Taylorsville
145.	Canaday, R. C.	Four Oaks
146.	Canaday, W. A.	Raleigh
147.	Cannaday, W. H.	Benson
148.	Cannon, C. L.	Robersonville
149.	Capehart, C. T.	Charlotte
150.	Cardwell, G. W., M.D. (col.)	Elizabeth City
151.	Carmichael, W. C.	Asheville
152.	Carpenter, O. B.	Stanly
153.	Carpenter, F. L.	Kings Mountain
154.	Carpenter, R. E.	Shelby
155.	Carter, Jesse	Aberdeen
156.	Carter, Jesse, Jr.	Aberdeen
157.	Carter, Samuel	Salisbury
158.	Carter, Stamey	Salisbury
159.	Carter, E. R. (col.)	Winston-Salem
160.	Cashwell, C. D.	Statesville
161.	Cassel, A. S.	Wilkesboro
162.	Cate, A. S.	Greensboro
163.	Caton, E. J.	Charlotte
164.	Chalk, S. A.	Morehead City
165.	Champion, Roy	Greensboro
166.	Chapman, D. S.	Durham
167.	Chappell, J. C.	Raleigh
168.	Cheek, G. B.	Durham
169.	Cherry, J. L.	Sanford
170.	Cherry, W. C.	Winston-Salem
171.	Chesnutt, J. M.	Clinton
172.	Christian, J. B. (col.)	Winston-Salem
173.	Clapp, Clarence	Newton
174.	Clark, H. T.	Scotland Neck
175.	Clark, C. B.	West Durham
176.	Cline, H. E.	Baltimore, Md.

177.	Cline, J. O. ....	Asheville
178.	Cole, J. F. ....	Carthage
179.	Coleman, H. G. ....	Durham
180.	Compton, J. W. ....	Salisbury
181.	Congdon, G. G. ....	Phoebus, Va.
182.	Conyers, Z. V. ....	Greensboro
183.	Cook, A. J. ....	Fayetteville
184.	Cook, R. E. L. ....	Tarboro
185.	Cooke, H. M. ....	Spencer
186.	Cooke, E. S. ....	Fayetteville
187.	Cooper, H. S. S. ....	Weldon
188.	Cooper, J. B. ....	Statesville
189.	Copeland, R. R. ....	Tarboro
190.	Coppedge, J. W. ....	Raleigh
191.	Coppedge, O. G. ....	Raleigh
192.	Coppedge, J. B. ....	Raleigh
193.	Costner, B. P. ....	Lincolnton
194.	Costner, F. L. ....	Charlotte
195.	Council, C. T. ....	Durham
196.	Cox, L. H. ....	Belmont
197.	Cox, M. H. ....	Asheville
198.	Cox, G. M. ....	Lowell
199.	Cox, C. L. ....	Clinton
200.	Cox, B. T., M.D. ....	Winterville
201.	Crabtree, C. A. ....	East Durham
202.	Crabtree, Gilbert ....	Raleigh
203.	Crabtree, E. P. ....	Henderson
204.	Crane, C. H. ....	Charlotte
205.	Cranmer, J. B., M.D. ....	Chapel Hill
206.	Crater, C. L. ....	Elkin
207.	Craven, C. H. ....	West Asheville
208.	Crawford, E. P. ....	Mocksville
209.	Creech, D. H. ....	Smithfield
210.	Creech, Seth ....	Benson
211.	Crews, E. T. ....	Oxford
212.	Croom, R. D. ....	Maxton
213.	Crowell, T. A. ....	Monroe

214. Culpepper, F. D. .... Louisburg  
 215. Currie, A. D. .... Newport News, Va.  
 216. Curtis, G. C. .... Atkinson  
 217. Cutchin, J. M., Jr. .... Whitakers

## D

218. Dailey, R. I. .... Reidsville  
 219. Damerson, E. L., M.D. .... Star  
 220. Daniel, E. C. .... Zebulon  
 221. Daniel, F. L. (col.) .... Salisbury  
 222. Davenport, P. E. .... Plymouth  
 223. Davenport, Lee .... Washington  
 224. Davidson, J. M. .... Haw River  
 225. Davis, George, M.D. .... Beaufort  
 226. Davis, J. E. .... Wake Forest  
 227. Davis, J. W. S. .... Andrews  
 228. Davis, E. M. .... Roxboro  
 229. Davis, I. I., Jr. .... Concord  
 230. Davis, J. R. .... Marion  
 231. Davis, K. W. .... Greensboro  
 232. Davis, H. E. .... Andrews  
 233. Davis, J. W. .... Edenton  
 234. Davis, E. B. .... Morganton  
 235. Dawson, B. T. .... Tarboro  
 236. Dawson, M. P. .... Rocky Mount  
 237. Dees, Fred .... Pikeville  
 238. Deitz, R. Y. .... Statesville  
 239. Detter, E. E. .... Laurinburg  
 240. Dew, S. B., M.D. .... Bailey  
 241. Dinwiddie, P. H. .... West Asheville  
 242. Dixon, R. L. .... Milton  
 243. Dizor, M. E. .... Zebulon  
 244. Dodson, Tyree .... Greensboro  
 245. Dodson, J. A. (col.) .... Durham  
 246. Dorsey, Melville .... Henderson  
 247. Douglas, J. D. (col.) .... Rocky Mount  
 248. Dowdy, D. A. .... High Point

249.	Duffy, F. S. ....	Newbern
250.	Duffy, Leinster, M.D. ....	Newbern
251.	Dunn, R. A. ....	Charlotte
252.	Dunn, Henry ....	Kinston
253.	Dunston, C. W. (col.) ....	Wilson
254.	Durham, C. T. ....	Chapel Hill
255.	Dye, Maleria Elizabeth (col.) ....	Durham

## E

256.	Early, E. E. ....	Asheville
257.	Eason, C. W. ....	Princeton
258.	East, J. S. ....	Morven
259.	Eaton, J. H. (col.) ....	Reidsville
260.	Edgerton, E. O. ....	Raleigh
261.	Edwards, T. N. ....	Charlotte
262.	Edwards, S. M. ....	Ayden
263.	Eldridge, Julius ....	Winston-Salem
264.	Elkins, V. W. B. ....	Siler City
265.	Ellington, C. W. ....	Raleigh
266.	Ellington, R. A. ....	Madison
267.	Elliott, A. G. ....	Fuquay Springs
268.	Elvington, D. A. ....	Wilmington
269.	Etheridge, S. B. ....	Washington
270.	Etheridge, S. G. ....	Elizabeth City
271.	Eubanks, C. L. ....	Chapel Hill
272.	Eubanks, J. N. ....	Pittsboro
273.	Eubanks, J. V. ....	Gastonia

## F

274.	Farrell, R. D. ....	Graham
275.	Faucette, W. P. ....	Raleigh
276.	Faucette, H. F. ....	Raleigh
277.	Faulconer, R. C. ....	Sanford
278.	Fentress, H. L. ....	Wilmington
279.	Fetzer, Chas. ....	Reidsville
280.	Fetzer, F. G. ....	Wadesboro
281.	Field, D. M. ....	Hertford

282.	Field, G. S. ....	Coats
283.	Fields, J. T. ....	Laurinburg
284.	Fields, W. L. ....	Laurinburg
285.	Fields, J. T., Jr. ....	Laurinburg
286.	Finger, F. E. ....	Kings Mountain
287.	Finger, Carl ....	Gastonia
288.	Finkelstein, Nathan ....	Selma, Ala.
289.	Finley, G. B. ....	Marion
290.	Fishel, A. L. ....	Winston-Salem
291.	Fisher, Lester ....	Concord
292.	Fisher, H. A. (col.) ....	Wilmington
293.	Fisher, E. D., M.D. ....	Evansville, Ind.
294.	Fitchett, C. E. ....	Duke
295.	Fleming, C. H. ....	Hassel
296.	Fordham, C. C. ....	Greensboro
297.	Fordham, C. M. ....	Greensboro
298.	Formyduval, Morrison ....	Whiteville
299.	Foster, Caney ....	Enfield
300.	Foster, J. C. C. ....	Asheville
301.	Fowlkes, W. M. ....	Charlotte
302.	Fox, C. M. ....	Asheboro
303.	Franklin, O. E. ....	Asheville
304.	Frederick, J. R. (col.) ....	Goldsboro
305.	Freeman, R. A., M.D. ....	Burlington
306.	Frieze, W. S. ....	Newton
307.	Fulenwider, Phifer ....	Monroe
308.	Fulghum, R. T. ....	Kenly
309.	Farnum, R. L. ....	Asheville
310.	Futrelle, W. L. ....	Wilmington
311.	Gaddy, H. M. ....	Raleigh
312.	Gale, J. W. ....	Pageland, S. C.
313.	Gallant, C. B. ....	Charlotte
314.	Gallaway, C. E. ....	Mount Airy
315.	Galloway, Rawley ....	Raleigh
316.	Gamble, C. F. ....	North Charlotte
317.	Gardner, Howard ....	Greensboro
318.	Gardner, T. L. ....	Reidsville

319.	Garner, C. V. ....	Creedmoor
320.	Gaskins, W. F. ....	Newbern
321.	Gattis, P. D. ....	Raleigh
322.	Gibbs, T. R. ....	Belhaven
323.	Gibson, W. Z. ....	Gibson
324.	Gilbert, Loamie ....	Benson
325.	Godfrey, P. V. ....	Elizabeth City
326.	Godwin, C. I. ....	Pine Level
327.	Gooch, R. L. ....	Oxford
328.	Goode, J. A. ....	Asheville
329.	Goodman, G. C. ....	Mooreville
330.	Goodman, J. F. ....	Concord
331.	Goodrum, C. S. ....	Davidson
332.	Gorham, R. S. ....	Rocky Mount
333.	Graham, J. C., Jr. ....	Carthage
334.	Grantham, G. K. ....	Dunn
335.	Grantham, Hiram ....	Red Springs
336.	Grantham, L. I. ....	St. Pauls
337.	Grantham, L. B. ....	Goldsboro
338.	Gray, P. C. ....	Statesville
339.	Green, C. F. ....	Wilmington
340.	Green, H. C. ....	Louisburg
341.	Greene, J. G. ....	High Point
342.	Gregory, R. T. ....	Stovall
343.	Greyer, C. P. ....	Morganton
344.	Griffin, J. A., M.D. ....	Clayton
345.	Griffin, H. A. ....	Rocky Mount
346.	Griffin, B. C. ....	Marshville
347.	Griffith, Wiltshire ....	Hendersonville
348.	Grimes, T. W. ....	Salisbury
349.	Grimes, G. D. ....	Robersonville
350.	Grissom, Gilliam ....	Greensboro
351.	Grove, C. E. ....	Asheville
352.	Guion, C. D. ....	Unionville
353.	Gurley, D. M. ....	Sanford
354.	Gurley, W. B. ....	Windsor
355.	Gwyn, H. L. ....	Mount Airy

## H

- 356. Hairston, J. W. (col.) .....Winston-Salem
- 357. Hairston, R. S. (col.) .....Winston-Salem
- 358. Haithcock, S. S. ....Greensboro
- 359. Haley, W. E. (col.) .....Winston-Salem
- 360. Hall, T. N. ....Mooresville
- 361. Hall, J. G. ....Oxford
- 362. Hall, W. F. ....Statesville
- 363. Hall, J. M. ....Wilmington
- 364. Hall, J. D. ....Enfield
- 365. Hall, J. S. ....Fayetteville
- 366. Hall, S. P. ....Charlotte
- 367. Hambrick, W. R. ....Roxboro
- 368. Hamilton, R. L. ....Oxford
- 369. Hamlet, Reginald .....Raleigh
- 370. Hamlet, P. R. ....Lumberton
- 371. Hamlin, V. C. (col.) .....Raleigh
- 372. Hancock, F. W. ....Oxford
- 373. Hand, J. K. ....North Charlotte
- 374. Hand, W. L. ....Charlotte
- 375. Hanson, J. K. ....Wilmington
- 376. Hardee, A. K. ....Graham
- 377. Hardin, J. H. ....Wilmington
- 378. Hardin, E. M. ....Wilmington
- 379. Harget, D. A. ....Swansboro
- 380. Hargrave, W. W. ....Nashville, Tenn.
- 381. Harper, C. P. ....Selma
- 382. Harper, C. T. ....Zebulon
- 383. Harrison, A. S., M.D. ....Enfield
- 384. Harrison, E. V. ....Greensboro
- 385. Harrison, T. N., Jr. ....Littleton
- 386. Hart, L. W. ....Norwood
- 387. Hart, J. A. ....High Point
- 388. Hart, G. W. ....Henderson
- 389. Hart, R. L. ....Henderson
- 390. Harville, R. C. ....Thomasville
- 391. Hasty, E. T. (col.) .....Monroe



392.	Hatch, P. R., Jr. ....	Raleigh
393.	Hawkins, M. T., Jr. (col.) ....	Henderson
394.	Hawley, F. O., Jr. ....	Charlotte
395.	Hayes, W. A. ....	Hillsboro
396.	Hayes, G. C. ....	Randleman
397.	Hayes, G. E. ....	Granite Falls
398.	Haymore, J. B. ....	Mount Airy
399.	Hays, F. B. ....	Oxford
400.	Haywood, C. L. ....	Durham
401.	Henderson, J. A. ....	Charlotte
402.	Henderson, A. L. (col.) ....	Winston-Salem
403.	Henderson, J. L. ....	Burlington
404.	Henry, T. A. ....	Newbern
405.	Herndon, M. D. ....	Durham
406.	Herndon, C. N. ....	Durham
407.	Herring, Doane ....	Wilson
408.	Herring, W. H. ....	Clinton
409.	Herring, R. R. ....	Oxford
410.	Herring, N. B. ....	Wilson
411.	Hester, Fred ....	Asheville
412.	Hesterly, L. E. ....	Hendersonville
413.	Hicks, H. T. ....	Raleigh
414.	Hicks, W. J. ....	Goldsboro
415.	Hicks, C. G. ....	Raleigh
416.	Hicks, H. L. ....	Tarboro
417.	Hicks, J. E. F. ....	Goldsboro
418.	Higgins, C. M. ....	Conover
419.	Hill, J. H. ....	Goldsboro
420.	Hill, G. W. ....	Wilmington
421.	Hilton, C. M. ....	Greensboro
422.	Hinderlite, J. W. ....	Raleigh
423.	Hoffman, J. F., Jr. ....	Hickory
424.	Holding, T. E., Jr. ....	Wake Forest
425.	Holland, H. O. ....	Apex
426.	Holland, W. T. ....	Mount Holly
427.	Holliday, R. W. ....	Clinton
428.	Hollingsworth, Joseph ....	Mount Airy

429.	Hollowell, J. K. ....	Newbern
430.	Hood, J. E. ....	Kinston
431.	Hood, J. C. ....	Kinston
432.	Hood, W. D. ....	Kinston
433.	Hood, R. T. ....	Kinston
434.	Hood, D. H. ....	Dunn
435.	Hood, P. C. ....	Dunn
436.	Hood, T. R. ....	Smithfield
437.	Hood, H. C. ....	Smithfield
438.	Hooper, F. L. ....	Sylva
439.	Hopkins, V. O. ....	Winston-Salem
440.	Hopkins, H. B. ....	Concord
441.	Horne, H. R. ....	Fayetteville
442.	Horne, W. W. ....	Fayetteville
443.	Horne, S. R. ....	Fayetteville
444.	Horne, W. H. ....	Greenville
445.	Horne, J. C. O. H. ....	Greenville
446.	Horseley, H. T. ....	Bessemer City
447.	Horton, R. W. ....	Monroe
448.	House, Joseph ....	Scotland Neck
449.	Houston, J. L. ....	Mount Mourne
450.	Howell, E. V. ....	Chapel Hill
451.	Howerton, J. L. ....	Greensboro
452.	Hoyle, M. H. ....	Kannapolis
453.	Hoyle, H. B. ....	Biscoe
454.	Hudson, J. E. ....	Kinston
455.	Hufham, Walter ....	Chadbourn
456.	Hughes, J. R. ....	Madison
457.	Hughes, C. M., M.D. ....	Cedar Grove
458.	Hunnicut, F. J. ....	Raleigh
459.	Hunter, J. B. ....	Charlotte
460.	Hunter, B. W. ....	Newbern
461.	Hunter, A. B. ....	Apex
462.	Hunter, T. B. ....	Rockingham
463.	Hunter, N. C., M.D. ....	Rockingham
464.	Hunter, F. P. ....	Portsmouth, Va.
465.	Hunter, T. W. ....	Norwood

466. Hunter, F. V. .....Hendersonville  
 467. Hurst, H. F. ....Jacksonville  
 468. Hutchins, J. A. ....Winston-Salem

I

469. Ingle, R. H. ....Charlotte  
 470. Iseley, G. A. ....Burlington  
 471. Isler, W. A. (col.) .....Kinston

J

472. Jacocks, F. G. ....Elizabeth City  
 473. James, A. A. ....Winston-Salem  
 474. James, S. T. (col.) .....Durham  
 475. Jarman, J. F. ....Wilmington  
 476. Jarrett, L. M. ....Asheville  
 477. Jenkins, J. V. ....Wilmington  
 478. Jenkins, L. W. ....Mount Holly  
 479. Jernigan, R. W. ....Chapel Hill  
 480. Jetton, W. A. ....Davidson  
 481. Johnson, J. I. ....Raleigh  
 482. Johnson, W. L. ....Greensboro  
 483. Johnson, J. H. ....North Wilkesboro  
 484. Johnson, A. S. ....Smithfield  
 485. Jones, W. A. (col.) .....Winston-Salem  
 486. Jones, H. E. ....Asheville  
 487. Jones, E. J. ....Asheville  
 488. Jones, G. T. (col.) .....Raleigh  
 489. Jones, J. B. ....Fair Bluff  
 490. Jones, Alpheus .....Warrenton  
 491. Jones, M. L. (col.) .....Wilmington  
 492. Jones, J. H. ....Reidsville  
 493. Joyner, J. D. ....Franklinton  
 494. Justus, W. H. ....Hendersonville

K

495. Keener, J. B. ....Sylva  
 496. Keever, J. W. ....Hickory  
 497. Kelly, J. R. ....Wilmington

498.	Kendall, H. E. ....	Shelby
499.	Kendall, B. H. ....	Shelby
500.	Kendrick, T. W. ....	Charlotte
501.	Kennedy, H. P., Jr. (col.) ....	Newbern
502.	Kennedy, A. T. (col.) ....	High Point
503.	Kent, A. A., M.D. ....	Lenoir
504.	Kerner, L. C. ....	Henderson
505.	Kerr, James ....	Columbia
506.	Kibler, R. E. ....	Morganton
507.	Kidd, W. W. ....	Charlotte
508.	King, H. L. ....	Durham
509.	King, C. H. ....	Durham
510.	King, O. G. ....	Raleigh
511.	King, J. R. ....	East Durham
512.	Kingsbury, W. R. ....	Wilmington
513.	Kirby, K. A. ....	Marion
514.	Kirksey, L. H. ....	Winston-Salem
515.	Kluttz, A. J. ....	Greensboro
516.	Kluttz, P. J., M.D. ....	Maiden
517.	Knight, C. V. ....	Aurora
518.	Kolb, R. H. ....	Fairview, Mich.
519.	Koonce, J. E. ....	Chadbourn
520.	Koonce, T. R. ....	Chadbourn
521.	Kyser, P. B. ....	Rocky Mount

## L

522.	Lafferty, P. M. ....	Kannapolis
523.	Landquist, T. E. ....	Winston-Salem
524.	Lane, W. A. ....	Newbern
525.	Lane, W. C. ....	Greensboro
526.	Lasley, M. L. ....	Philadelphia, Pa.
527.	Latham, A. C. ....	Bath
528.	Laubenheimer, J. H. ....	Jersey City, N. J.
529.	Lawing, K. L. ....	Lincolnton
530.	Layden, H. W. ....	Danville, Va.
531.	Layden, E. H. ....	Lexington
532.	Lea, L. J. ....	Burlington
533.	Leavister, T. O. ....	Raleigh

534.	LeBoo, P. S. (col.)	Wilmington
535.	Ledbetter, E. DeB.	Chapel Hill
536.	Lee, A. M., M.D.	Clinton
537.	Lee, L. V., M.D.	Lattimore
538.	Lee, P. A.	Dunn
539.	Lee, Allen	Wilson
540.	Leggett, W. A.	Edenton
541.	Leggett, P. O.	Southport
542.	Leggett, Kenelm, M. D.	Hobgood
543.	Lentz, Frontis	Mooresville
544.	Leslie, W. A.	Morganton
545.	Lewis, H. W., M.D.	Jackson
546.	Lewis, W. E.	Mount Olive
547.	Lewis, R. B.	Elkin
548.	Lewis, H. R.	Charlotte
549.	Liles, W. A.	Wendell
550.	Linn, L. A.	Landis
551.	Lisk, D. C.	Charlotte
552.	Loftin, J. U.	Rosemary
553.	Long, Roy	Burlington
554.	Lord, C. A.	Wilmington
555.	Love, J. H. (col.)	Raleigh
556.	Lunn, F. H.	Winston-Salem
557.	Lutterloh, I. H., M.D.	Sanford
558.	Lutz, H. C.	Hickory
559.	Lyday, W. M., M.D.	Penrose
560.	Lynch, N. W.	Charlotte
561.	Lyon, R. P.	Wadesboro
562.	Lyon, O. H.	Fremont
563.	Lyon, F. F.	Oxford
564.	Lytch, J. E.	Rowland

M

565.	Mabry, C. S.	Norwood
566.	Mabry, W. A.	Durham
567.	Macon, A. B.	Farmer
568.	Malone, C. E.	Chapel Hill
569.	Manly, J. B.	Salisbury

570.	Mann, J. D. ....	High Point
571.	Mann, R. N. ....	High Point
572.	Marion, J. E. ....	Mount Airy
573.	Marley, F. H. ....	Old Fort
574.	Marsh, M. L. ....	Concord
575.	Marsh, N. F. ....	Ramseur
576.	Marston, R. H. ....	Raleigh
577.	Martin, W. S. ....	Canton
578.	Martin, S. L., M.D. ....	Leaksville
579.	Martin, E. W. ....	Florence, S. C.
580.	Martin, B. M. ....	Washington, D. C.
581.	Martin, S. L., Jr. ....	Leaksville
582.	Mathes, T. J. ....	East Durham
583.	Matthews, T. A., M.D. ....	Castalia
584.	Matthews, G. E. ....	Siler City
585.	Matthews, W. F. ....	Randleman
586.	Matthews, C. E., Jr. ....	Roanoke Rapids
587.	Matthews, W. S. ....	Clinton
588.	Mattocks, A. M. ....	Wilmington
589.	Matton, G. A. ....	High Point
590.	Mauney, C. J. ....	Albemarle
591.	May, T. H. ....	Henderson
592.	Mayberry, E. B. ....	Maxton
593.	Mayo, T. H. ....	Goldsboro
594.	McArthur, R. M. ....	Winston-Salem
595.	McBane, T. W. ....	Graham
596.	McCraw, W. P. ....	Tarboro
597.	McDaniel, W. A. ....	Enfield
598.	McDonald, J. S. ....	Raleigh
599.	McDonald, L. C. ....	Durham
600.	McDonald, A. H. ....	Durham
601.	McDuffie, R. A. ....	Greensboro
602.	McGhee, G. F. ....	Raleigh
603.	McIlhenny, T. C. ....	Asheville
604.	McInnis, E. T. ....	Lillington
605.	McKay, D. McN. ....	Asheville
606.	McKay, H. H. ....	Dunn

607.	McKay, Malcolm .....	Faison
608.	McKay, J. W. ....	Asheville
609.	McKeel, C. B. ....	Columbia
610.	McKeel, C. B., Jr. ....	Columbia
611.	McKenzie, L. McK. ....	Lumberton
612.	McKesson, L. W. ....	Statesville
613.	McKethan, H. McA. ....	Fayetteville
614.	McKinney, W. M. ....	Ayden
615.	McKinnon, W. L. ....	Wadesboro
616.	McKnight, L. E. ....	Fayetteville
617.	McLarty, Eugene ....	Greensboro
618.	McLarty, Howard ....	Monroe
619.	McLaughlin, D. A. ....	Charlotte
620.	McLelland, J. H. ....	Mooresville
621.	McLeod, Gilbert, M.D. ....	Carthage
622.	McManus, M. T. Y. ....	Wilmington
623.	McMillan, J. D. ....	Lumberton
624.	McMillan, B. F., Jr. ....	Red Springs
625.	McMinn, J. M. ....	Asheville
626.	McMullan, F. H. ....	Asheville
627.	McMullen, Oscar, M.D. ....	Elizabeth City
628.	McNair, W. H. ....	Tarboro
629.	McNair, F. W. (col.) ....	Greensboro
630.	McNair, W. L. (col.) ....	Greensboro
631.	McNair, W. R. ....	Henderson
632.	McNeely, Maurice ....	Mooresville
633.	McNeil, G. McK. ....	Rowland
634.	McNeil, G. R. ....	Vineland
635.	McPhaul, H. B. ....	Granite Quarry, Ala.
636.	Menzies, E. B. ....	Hickory
637.	Merritt, E. S. ....	Carrboro
638.	Merritt, N. H. ....	Carrboro
639.	Middleton, D. N. ....	Hot Springs, Va.
640.	Miles, M. C. ....	Warrenton
641.	Miller, C. B. ....	Goldsboro
642.	Miller, E. H. ....	Mooresville
643.	Miller, R. L. ....	Christiansbury, Va.

644.	Miller, C. T. ....	Wilmington
645.	Miller, C. M. ....	Rock Hill, S. C.
646.	Millican, A. G. ....	Wilmington
647.	Mills, J. A. ....	Tabor
648.	Mintz, M. B. ....	Wilmington
649.	Missildine, E. E. ....	Tryon
650.	Mitchell, H. G. ....	Star
651.	Mitchell, C. P. ....	Lucama
652.	Mitchenor, J. A. ....	Edenton
653.	Moir, A. L. ....	Leaksville
654.	Montague, G. B. ....	Garner
655.	Montague, G. W. ....	Durham
656.	Moore, B. C. ....	Wilson
657.	Moore, W. H. ....	Wilmington
658.	Moore, C. E., Jr. ....	Wilson
659.	Moore, J. P. ....	Louisburg
660.	Moose, A. W. ....	Mount Pleasant
661.	Morgan, R. S. ....	Brevard
663.	Morphew, M. F., M.D. ....	Marion
664.	Morrisette, C. B. ....	Elizabeth City
665.	Morrison, M. S. ....	Wilson
666.	Morrow, Norman ....	Gastonia
667.	Morton, J. N. ....	Faison
668.	Mull, J. E. ....	Morganton
669.	Mullen, L. B. ....	Huntersville
670.	Mullen, T. L. ....	Huntersville
671.	Munday, C. C. ....	Taylorsville
672.	Munds, W. C. ....	Wilmington
673.	Murchison, E. E. ....	Sanford
674.	Murphrey, L. W. ....	Weldon
675.	Murphy, J. C. ....	Hickory
676.	Murphy, C. L. ....	Salisbury

## N

677.	Nelson, W. G. ....	Newbern
678.	Newsom, H. C. ....	Camden, N. J.
679.	Nicholson, A. T. ....	Tarboro
680.	Nicholson, T. H. ....	Murfreesboro



681. Nicholson, M. A. .... Biscoe  
 682. Nestlie, Wm. .... Wilmington  
 683. Norman, J. S., M.D. .... Bladenboro  
 684. Nottingham, G. S. .... Norfolk, Va.  
 685. Nowell, Edwin .... Winston-Salem  
 686. Nowell, W. R. .... Wendell  
 687. Nutt, J. D. .... Wilmington

## O

688. Oates, Geo., M.D. .... Grover  
 689. O'Hanlon, E. W. .... Winston-Salem  
 690. Overman, H. S. .... Elizabeth City  
 691. Overman, V. K. .... Elizabeth City

## P

692. Page, B. F. .... Raleigh  
 693. Palmer, R. W., M.D. .... Gulf  
 694. Parker, W. W. .... Henderson  
 695. Parker, F. W. .... Raleigh  
 696. Parker, R. H. .... Durham  
 697. Parker, R. S. .... Murphy  
 698. Parsons, F. C. .... Wadesboro  
 699. Patterson, Alvis .... Wilson  
 700. Patterson, W. D. .... Chapel Hill  
 701. Patterson, J. H. (col.) .... Winston-Salem  
 702. Payne, M. T. .... Greensboro  
 703. Payne, H. E. .... Wilmington  
 704. Peacock, M. A. .... Benson  
 705. Peele, J. F. .... LaGrange  
 706. Pemberton, T. R. .... Greensboro  
 707. Pemberton, S. P. .... Norman  
 708. Pemberton, D. C. .... Mount Olive  
 709. Pender, F. H., Jr. .... Rocky Mount  
 710. Perry, W. M. .... Elizabeth City  
 711. Perry, H. H. (col.) .... Fayetteville  
 712. Perry, E. B. .... Littleton  
 713. Perry, D. L. (col.) .... Winston-Salem  
 714. Person, T. E., M.D. .... Stantonburg

715.	Phillips, C. B.	Lincolnton
716.	Pickard, C. O.	Greensboro
717.	Pickelsimer, J. B.	Asheville
718.	Pierce, M. E.	Charlotte
719.	Pike, J. W.	High Point
720.	Pike, E. LeR.	Enfield
721.	Pilkingtion, G. R.	Pittsboro
722.	Pinnix, J. M.	Kernersville
723.	Pinnix, W. M.	Newbern
724.	Pittman, H. H.	Fairmont
725.	Pittman, J. N.	Oxford
726.	Pleasants, F. R.	Louisburg
727.	Plummer, James	Salisbury
728.	Polk, J. B.	Andrews
729.	Pope, H. L.	Lumberton
730.	Pope, A. S.	Rocky Mount
731.	Porter, Clifford	Black Mountain
732.	Porter, C. D.	Black Mountain
733.	Porter, Ernest	Pineville
734.	Powell, F. L.	Whiteville
735.	Powell, D. A.	Goldsboro
736.	Powell, J. W.	Goldsboro
737.	Powell, J. B.	Oxford
738.	Powell, D. E.	Asheville
739.	Powell, J. C.	Fairmont
740.	Powers, L. B.	Wake Forest
741.	Preston, W. D.	Barkley, Va.
742.	Prior, J. L.	Atlanta, Ga.
743.	Pritchard, J. M.	Chapel Hill
744.	Propst, G. C.	Salisbury
745.	Purcell, S. M.	Salisbury
746.	Purcell, E. P.	Waynesville

## Q

747.	Quinn, F. D.	Shelby
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## R

748.	Rankin, W. H.	Winston-Salem
749.	Ray, E. L.	Carthage

750.	Raysor, C. A. ....	Asheville
751.	Rae, Verne ....	Durham
752.	Reagan, J. R. ....	Weaverville
753.	Reaves, L. E. ....	Raeford
754.	Redding, F. F. ....	Lucama
755.	Reese, A. B. ....	Charlotte
756.	Reeves, Jefferson ....	Waynesville
757.	Reeves, M. H. ....	Waynesville
758.	Reeves, T. H. ....	Weaversville
759.	Reeves, L. A. ....	Winston-Salem
760.	Reid, W. W. ....	Sanford
761.	Reid, S. H. ....	Washington
762.	Reinhardt, R. L. ....	Forest City
763.	Reins, C. C. ....	Charlotte
764.	Rhinehardt, C. B. ....	Marshall
765.	Rhodes, Cader ....	Raleigh
766.	Richardson, J. D. (col.) ....	Salisbury
767.	Richardson, L. W. ....	Selma
768.	Ridenhour, D. G. ....	Mount Gilead
769.	Riggan, R. D. ....	Raleigh
770.	Riggs, H. A. ....	Morrisville
771.	Rimmer, E. F. ....	Tarboro
772.	Ring, W. A. ....	High Point
773.	Ring, C. A. ....	High Point
774.	Ring, L. B. ....	Mount Olive
775.	Rives, H. L. ....	Robersonville
776.	Roberson, J. G. ....	Laurinburg
777.	Roberts, A. R. ....	Gatesville
778.	Roberts, Herschel ....	Alexander
779.	Robertson, F. H. ....	Roanoke Rapids
780.	Robinson, M. E., M.D. ....	Goldsboro
781.	Robinson, G. C. ....	Norfolk, Va.
782.	Robinson, J. L. ....	Lowell
783.	Rogers, R. A. ....	Oxford
784.	Rogers, R. P. ....	Durham
785.	Rogers, W. F. ....	Durham
786.	Rogers, W. T. (col.) ....	Durham

787.	Rose, I. W. ....	Rocky Mount
788.	Rosemond, J. F. ....	Hillsboro
789.	Rosenbaum, C. D. ....	Wilson
790.	Roth, R. H. ....	Asheville
791.	Rowland, G. J. ....	Henderson
792.	Royster, S. S., M.D. ....	Shelby
793.	Rudisill, J. S. ....	Cliffside

## S

794.	Sally, W. M. ....	Statesville
795.	Salling, A. T. ....	Wilmington
796.	Sanders, T. F. ....	Clinton
797.	Sanders, A. J. ....	Belmont
798.	Sandling, R. H. ....	Clinton
799.	Sanford, R. D. ....	Laurinburg
800.	Sapp, L. L., M.D. ....	Milton
801.	Sappenfield, W. A. ....	Concord
802.	Sasser, L. B. ....	Wilmington
803.	Sauls, M. M. ....	Ayden
804.	Savage, C. C. ....	Raleigh
805.	Schutt, T. C. H. ....	Wilmington
806.	Scoggin, L. A. ....	Louisburg
807.	Scott, E. G. ....	Rockingham
808.	Scott, J. M. ....	Charlotte
809.	Scruggs, B. P. ....	Rutherfordton
810.	Seagle, F. M. ....	Hickory
811.	Seawell, C. C. ....	High Point
812.	Secrest, A. McD. ....	Monroe
813.	Sedberry, C. D. ....	Fayetteville
814.	Sedberry, H. S. ....	Fayetteville
815.	Sedberry, H. B. ....	Wilmington
816.	Sessoms, M. M. ....	Windsor
817.	Sexton, C. H., M.D. ....	Dunn
818.	Shade, I. A. (col.) ....	Wilson
819.	Shaw, R. S. ....	Halifax
820.	Shaw, C. E. (col.) ....	Charlotte
821.	Shell, J. E. ....	Lenoir

822.	Shell, C. C.	Henrietta
823.	Shelton, C. F.	Chadbourn
824.	Sheppard, J. W.	Charlotte
825.	Sheppard, H. A.	Monroe
826.	Sheppard, J. E.	Flushing, N. Y.
827.	Shook, Eulon	Newton
828.	Shore, M. L.	Raleigh
829.	Shuford, C. M.	Hickory
830.	Silverman, N. J.	Wilmington
831.	Simpson, C. N., Jr.	Monroe
832.	Singletary, W. O.	Burgaw
833.	Singletary, F. B.	Middlesex
834.	Sisk, C. T., M.D.	Bryson City
835.	Skinner, R. E. L.	West Durham
836.	Sledge, R. S.	Spray
837.	Sloan, F. A.	Monroe
838.	Sloop, L. L.	Elm City
839.	Smith, F. L.	Lexington
840.	Smith, W. G.	Asheville
841.	Smith, F. S.	Asheville
842.	Smith, F. T.	Franklin
843.	Smith, C. H.	Charlotte
844.	Smith, J. A.	Wilmington
845.	Smith, F. L.	Concord
846.	Smith, T. L.	Plymouth
847.	Smith, C. N.	Jacksonville
848.	Smith, Casper	Kings Mountain
849.	Smith, Leon	Gastonia
850.	Smith, E. W.	Winston-Salem
851.	Smith, W. O.	Greensboro
852.	Smith, W. W.	Brevard
853.	Smith, J. F.	Mebane
854.	Snipes, E. P., M.D.	Jonesboro
855.	Snuggs, W. H.	Albemarle
856.	Soler, Alberto	Cuba
857.	Souders, F. B.	Fayetteville
858.	Southerland, Odell	Charlotte

859.	Spencer, J. E.	Durham
860.	Stainback, T. E.	Kinston
861.	Stallings, W. H.	Spring Hope
862.	Stanback, T. M.	Spencer
863.	Stancil, J. H.	Selma
864.	Staton, L. L., M.D.	Tarboro
865.	Steere, L. F.	Charlotte
866.	Stephens, J. L. (col.)	Norfolk, Va.
867.	Stevenson, J. T.	Elizabeth City
868.	Stewart, W. M.	Charlotte
869.	Stewart, J. M.	Fayetteville
870.	Stimson, Logan	Statesville
871.	Stimson, J. H.	Statesville
872.	Stimson, J. N.	Winston-Salem
873.	Stone, A. H.	Spray
874.	Stowe, J. P.	Charlotte
875.	Stowe, L. H.	Charlotte
876.	Stowe, H. R.	Charlotte
877.	Stowe, C. D.	Sylva
878.	Stratford, P. C.	Greensboro
879.	Strayhorn, W. F.	Durham
880.	Streetman, J. W.	Marion
881.	Streetman, T. L.	Winston-Salem
882.	Stroud, T. H.	University
883.	Stroud, O. B., M.D.	Ore Hill
884.	Suggs, R. B.	Belmont
885.	Summey, K. N.	Dallas
886.	Summey, Ptolemy	Dallas
887.	Summey, P. B.	Dallas
888.	Suttle, J. A.	Lincolnton
889.	Suttlemyer, Philip, Jr.	Salisbury
890.	Sutton, J. L.	Edenton
891.	Swaringen, DeWitt C.	China Grove
892.	Swindell, E. S.	Nashville
893.	Sykes, A. J.	Greensboro
894.	Sykes, Eugene	Greensboro
895.	Sykes, R. J.	Greensboro

## T

896.	Tally, H. A. ....	Jonesboro
897.	Tarkenton, E. L. ....	Wilson
898.	Tart, D. W. ....	Roseboro
899.	Tate, W. E. ....	Asheville
900.	Taylor, J. L. ....	Oxford
901.	Taylor, C. A. ....	Lexington
902.	Taylor, D. G. ....	Leaksville
903.	Taylor, W. P. ....	Roanoke Rapids
904.	Taylor, J. C. ....	Rosemary
905.	Teague, M. F. ....	Asheville
906.	Temple, J. O. ....	Kinston
907.	Temple, R. H., M.D. ....	Kinston
908.	Thigpen, J. K. ....	Tarboro
909.	Thomas, W. G., Sr. ....	Raleigh
910.	Thomas, W. G., Jr. ....	Raleigh
911.	Thomas, J. N. ....	Warrenton
912.	Thomas, C. R. ....	Thomasville
913.	Thomas, E. E. ....	Roxboro
914.	Thomas, E. R. ....	Duke
915.	Thompson, A. J. ....	Graham
916.	Thompson, P. A. ....	Winston-Salem
917.	Thornton, W. H. ....	Baltimore, Md.
918.	Thrower, H. E. ....	Henderson
919.	Tillett, E. N. ....	Timberlake
920.	Tingen, W. Z. ....	Raleigh
921.	Tolar, J. H., Jr. ....	Durham
922.	Toms, B. C. ....	Winston-Salem
923.	Townsend, J. H. ....	Red Springs
924.	Townsend, E. F. ....	Raeford
925.	Trent, J. A. ....	Greensboro
926.	Trotter, P. L. ....	Pilot Mountain
927.	Trotter, J. R. ....	Salisbury
928.	Tucker, W. M. ....	High Point
929.	Tucker, R. H. ....	Reidsville
930.	Tucker, W. W. ....	Concord
931.	Tucker, H. O. ....	Whitakers

932.	Tugwell, J. B. ....	Lillington
933.	Turlington, R. A. ....	Wilson
934.	Turlington, J. E. ....	Smithfield
935.	Turner, W. D. ....	Cooleemee
936.	Turner, T. A. ....	Durham
937.	Tuttle, B. M. ....	Weldon
938.	Tyson, G. F. ....	Greensboro

## U

939.	Underwood, J. T. ....	Asheboro
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## V

940.	Van Valzah, J. A. ....	Raleigh
941.	Vaughan, P. W. ....	Durham
942.	Vinson, E. L. ....	Halifax
943.	Vinson, J. T. ....	Selma

## W

944.	Walker, C. E. ....	Morganton
945.	Walker, B. W. ....	Rocky Mount
946.	Walker, T. A. ....	Norlina
947.	Walker, C. A. ....	Asheville
948.	Walker, Louis ....	Milton
949.	Walton, R. C. ....	Raleigh
950.	Walton, G. B. ....	Washington
951.	Ward, E. H. ....	Tarboro
952.	Warlick, E. S. ....	Asheville
953.	Warren, L. A. ....	Newton Grove
954.	Warren, B. S. ....	Greenville
955.	Warren, J. C. ....	Newton Grove
956.	Warren, D. A. ....	Statesville
957.	Waters, G. W., Jr. ....	Goldsboro
958.	Watkins, W. O. ....	Rutherfordton
959.	Watson, H. P., Sr. ....	Winston-Salem
960.	Watson, H. P., Jr. ....	Winston-Salem
961.	Watson, J. B, M.D. ....	Raleigh
962.	Watson, D. I., M.D. ....	Southport



963.	Watson, G. Y.	Southport
964.	Wearn, W. H.	Charlotte
965.	Weatherly, A. E.	Greensboro
966.	Webb, Paul	Shelby
967.	Webb, C. I.	Charlotte
968.	Webb, R. K.	Charlotte
969.	Webb, E. L.	Thomasville
970.	Webb, J. S.	Wadesboro
971.	Welborne, W. F.	Lexington
972.	Welfare, S. E.	Winston-Salem
973.	West, J. F.	Belmont
974.	Westbrook, G. A.	Winston-Salem
975.	Wetzell, W. L.	Gastonia
976.	Wharton, L. A.	Gibsonville
977.	Wheeler, L. B.	Asheville
978.	Wheless, J. M.	Farmville
979.	Wheless, R. E. L.	Warsaw
980.	Whitaker, L. T., M.D.	Enfield
981.	White, S. A.	Mebane
982.	White, J. A.	Moorestville
983.	White, H. G.	Elm City
984.	White, F. L.	Mebane
985.	White, W. R.	Warrenton
986.	White, G. S.	Durham
987.	White, J. E.	Raleigh
988.	White, Luther	Newbern
989.	White, J. I.	Burlington
990.	Whitehead, J. D., Jr.	Enfield
991.	Whitfield, W. C., M.D.	Grifton
992.	Whitley, J. R.	Fremont
993.	Whitmire, W. P.	Hendersonville
994.	Wiggins, W. W.	Coats
995.	Wiley, R. E.	Southern Pines
996.	Wilkerson, I. O.	Middlesex
997.	Wilkerson, J. L.	Durham
998.	Wilkins, W. R.	North Wilkesboro
999.	Williams, J. T., M.D. (col.)	Charlotte

1000.	Williams, M. P. ....	Charlotte
1001.	Williams, S. W. ....	Raleigh
1002.	Williams, R. I. ....	Raleigh
1003.	Williams, W. V. ....	Goldsboro
1004.	Williams, A. H.-A. ....	Oxford
1005.	Williams, H. C. ....	Canton
1006.	Williams, W. W. (col.) ....	Fayetteville
1007.	Williams, M. V. B. ....	Lexington
1008.	Williston, J. T. (col.) ....	Fayetteville
1009.	Williston, F. O. (col.) ....	Salisbury
1010.	Wilson, T. H. ....	Thomasville
1011.	Wilson, C. H. ....	Greensboro
1012.	Wilson, W. B. ....	Sylva
1013.	Wilson, L. R. ....	Gastonia
1014.	Winstead, O. P. ....	Petersburg, Va.
1015.	Wohlford, H. W. ....	Charlotte
1016.	Wolfe, Drayton ....	Lincolnton
1017.	Wolfe, J. C. ....	Waxhaw
1018.	Wolfe, W. S. ....	Mount Airy
1019.	Wolfe, Houston ....	Spencer
1020.	Wood, E. H. ....	Newbern
1021.	Woodard, E. V. ....	Princeton
1022.	Woodard, W. S. (col.) ....	Rockingham
1023.	Woodruff, T. C. ....	Charlotte
1024.	Woolard, E. W. ....	Scotland Neck
1025.	Wootten, G. R. ....	Hickory
1026.	Worthington, E. C. ....	Ayden
1027.	Worthy, F. S. ....	Washington
1028.	Wright, G. F. ....	Warsaw

## Y

1029.	Yancey, L. A. (col.) ....	Greensboro
1030.	Yancey, D. C. (col.) ....	Wilson
1031.	Yates, C. L. ....	Charlotte
1032.	Yearby, W. M. ....	Greensboro
1033.	Yoder, C. R. ....	Newton
1034.	Young, John ....	Salisbury

## Z

1035. Zeigler, J. A. .....Ahoskie  
1036. Zoeller, E. V. .....Tarboro  
1037. Zollicoffer, A. R., M.D. ....Weldon  
1038. Zuckerman, I. L. ....Durham

## LIST OF REGISTERED PRACTICING PHYSICIANS

### Living in Towns of Not More Than Five Hundred Inhabitants, to Whom Permits to Conduct Drug Stores Have Been Granted

1. Medford, Samuel Bryson .....Clyde, Haywood Co.
3. Wooten, Amos Monroe .....Pinetops, Edgecombe Co.
4. Morrow, Thos. Lacy .....Swepsonville, Alamance Co.
5. Brown, Pressly Robinson .....Swepsonville, Alamance Co.
6. Templeton, James McPherson.....Cary, Wake Co.
7. Long, Benj. Lafayette .....Hamilton, Martin Co.
8. Gold, Chas. Fortune .....Ellenboro, Rutherford Co.
10. Brantley, Cornelius Henry .....Bailey, Nash Co.
12. Burnett, Isaac Erastus.....Mars Hill, Madison Co.
13. Champion, Clifton Otis.....Mooresboro, Cleveland Co.
14. Patterson, Rezin Delmere.....Liberty, Randolph Co.
15. Wood, John W.....Boiling Springs, Cleveland Co.
19. Russell, Lloyd Pecemas.....Arden, Buncombe Co.
20. Peele, John Henry .....Faith, Rowan Co.
21. Flynt, Solomon Spainhour.....Rural Hall, Forsyth Co.
28. Reeves, Jerome Lyda.....Whittier, Swain Co.
29. Maness, John Moses.....Ellerbe, Richmond Co.
30. McMillan, John Monroe.....Candor, Montgomery Co.
31. Long, David Thomas.....Hurdle Mill, Person Co.
32. Sullivan, James Morgan.....Hayesville, Clay Co.
33. Weaver, Wm. Jackson.....Leicester, Buncombe Co.
36. Hauser, Emmanuel Alvin.....Fallston, Cleveland Co.
38. Boyce, John Mason .....Polkton, Anson Co.
39. Copening, Oscar J. ....Granite Falls, Caldwell Co.
40. McDonald, Aug. Alexander.....Jackson Spgs., Moore Co.
41. Watson, Leon .....Broadway, Lee Co.
43. Parks, William Major.....Seven Springs, Wayne Co.
44. Hinnant, Wilford .....Micro, Johnston Co.
45. Beasley, Edward Bruce .....Fountain, Pitt Co.
47. Stone, Wesley Monroe.....Dobson, Surry Co.
48. Thompson, Joseph.....Creedmoor, Granville Co.
49. Ferguson, H. Beauregard.....Halifax, Halifax Co.
50. Leeper, Donald Harper.....Hiddenite, Alexander Co.

51. Crouch, Thos. Dalton.....Stony Point, Alexander Co.
53. Robertson, Wilbur Burdett.....Burnsville, Yancey Co.
54. Melvin, Wayman Chalmora.....Linden, Cumberland Co.
56. Talley, John Samuel.....Troutman, Iredell Co.
58. Matthews, Martin Luther.....Cameron, Moore Co.
59. Coleman, Joseph Ira.....Hurdle Mills, Person Co.
60. Willcox, Jesse Womble.....Laurel Hill, Scotland Co.
61. Flagge, Philip Wesley.....Brown Summit, Guilford Co.
62. Purdy, James Jarratt.....Oriental, Pamlico Co.
64. Grady, Leland Vain .....Simms, Wilson Co.
65. Price, Herman Leonidas.....Oakboro, Stanly Co.
67. Parker, Carl Putman.....Garysburg, Northampton Co.
68. Long, Fred Yount.....Catawba, Catawba Co.
69. Lovill, Robert Jones.....Wingate, Union Co.
70. Hickman, Marcus Tobias.....Hudson, Caldwell Co.
73. Boaz, Thomas Abram.....Stoneville, Rockingham Co.
76. Hardee, Parrott Rastus.....Stem, Granville Co.
78. Young, Carlie Raswell .....Angier, Harnett Co.
82. Sutton, Julian Rush.....Elk Park, Avery Co.
88. Johnson, Bayard Cleveland.....Bunn, Franklin Co.
91. Moore, Tilon Vance.....Acme, Columbus Co.
95. Hester, Joseph Robert.....Knightdale, Wake Co.



Vol. III

MAY, 1919

No. 2

# Carolina Journal of Pharmacy

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The official organ of the North Carolina Pharmaceutical Association. Published quarterly by the William Simpson Pharmaceutical Society of the Pharmacy School at the University of North Carolina at Chapel Hill.

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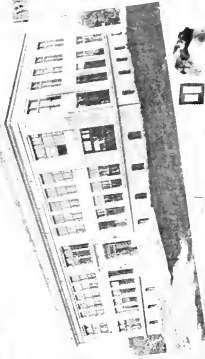
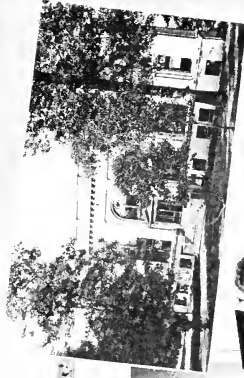
PROGRAM  
OF THE  
FORTIETH ANNUAL MEETING  
OF THE  
NORTH CAROLINA  
PHARMACEUTICAL ASSOCIATION  
WRIGHTSVILLE BEACH, N. C.  
JUNE 24, 25, 26, 1919

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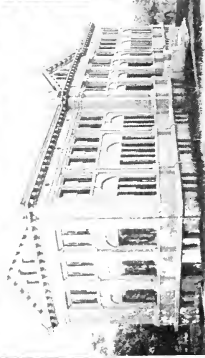
Entered as Second Class Matter, July 12, 1915, at Chapel Hill, N. C.

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Have You Thought of the Advantages Offered at the University of North Carolina? (Advt.)



*CORNER OF  
A PHARMACY LABORATORY*



LABORATORIES IN WHICH PHARMACY COURSE IS GIVEN



## Victory Conclave

A year ago today we were fighting an uphill war. A year ago a spirit of courageous desperation animated the country. Today we are ready to enter an era of boundless promise; a period of peace purchased by unstinted effort and sacrifice. Pharmacy has contributed its share of sacrifice in men and money, and should receive its quota of peace-time blessings.

We shall meet this June in an atmosphere charged with hope, but at a time when all of our forces must crystallize on a reconstructive policy that will yield us the greatest legitimate gain. We are to take council together that a program promising the surest way to success and better things may be formulated. Into these deliberations should go all the helpful experience, all the constructive criticism that thoughtful, progressive pharmacists can furnish. We must assemble together in a Victory Conclave inspired by an endeavor to combine our several efforts into a unity of purpose, and for the coming year present a bold, united front to the elements that would withhold from us the fruits of our enterprise. Withal, let us utilize this opportunity to mingle with our fellow-craftsmen in a holiday from competition, with a feeling of concord, and with a prayer of thanksgiving that we are now spared from war.

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## Railroad Rates

The Association has been advised by Mr. W. J. Craig, chairman of the Southern Passenger Traffic Committee of the United States Railroad Administration, that under a recent ruling our delegates cannot secure convention rates (one and one-third) to Wrightsville. However, summer tourist tickets will be on sale from all points in North Carolina to Wrightsville, and members are urged to take advantage of these when purchasing fares.

# Officers, Committees and Delegates, 1918-1919

## OFFICERS

### *President*

S. E. Welfare

### *Vice-Presidents*

G. R. Pilkington

E. E. Missildine

I. W. Rose

### *Secretary-Treasurer*

J. G. Beard

### *Local Secretary*

R. R. Bellamy

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F. W. Hancock, Sec.-Treas.

W. W. Horne

F. S. Smith

C. P. Greyer

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### *Executive*

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W. H. Justus

W. A. Crabtree

S. M. Purcell

S. O. Blair

J. G. Beard, ex-officio

### *Legislative*

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E. V. Zoeller

W. W. Horne

F. S. Smith

C. P. Greyer

### *Auxiliary to Above*

H. T. Hicks

E. V. Howell

I. W. Rose

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C. F. Shelton

S. A. Chalk

### *Papers and Queries*

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C. B. Miller

C. D. Bradham

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P. A. Lee

G. A. Matton

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### *American Pharmaceutical Association*

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E. V. Zoeller

J. G. Beard

W. W. Horne

K. E. Bennett

### *N. A. R. D.*

D. M. McKay, Chairman

S. M. Purcell

A. V. Baucum

### *Tennessee Pharmaceutical Association*

W. H. Justus, Chairman

F. S. Smith

M. F. Teague

### *South Carolina Pharmaceutical Association*

J. G. Beard, Chairman

W. H. Wearn

Jno. M. Scott

### *Virginia Pharmaceutical Association*

A. J. Klutz, Chairman

Gilbert Crabtree

W. A. Brame

### *Maryland Pharmaceutical Association*

E. W. O'Hanlon, Chairman

I. W. Rose

C. A. Raysor

### *North Carolina Medical Society*

R. M. Brame, Chairman

W. A. Crabtree

W. L. Bühlmann



S. E. WELFARE  
Winston-Salem, N. C.  
President North Carolina Pharmaceutical Association

## What Have I Done to Help?

Too many members are prone to ask: "What has the Association done for me?" First ask: "What have *I* done for the Association?"

An obligation is never one-sided: it presupposes mutual service. An association, like everything else, is not an institution which gives everything and asks nothing in return. Such a body can only represent the sum of the energy put into it. Nor does the payment of annual dues cancel one's debt to it, since this payment is merely to render possible certain mechanical work. The big, vital work of the organization, while unified of course, has heretofore been accomplished by individual efforts directed along a given channel. The future will not be different from the past in this respect.

We possess an agency of infinite possibilities. We can derive a greater profit by several hundred per cent from the North Carolina Pharmaceutical Association than from any single medium within our reach. But we are each going to be necessary to insure this profit. No single thing is quite so imperative just now as that a majority of the registered pharmacists of the State be members of the Association. It is *YOUR* privilege, *YOUR* duty to secure at least one new member for the Wrightsville meeting. Will you measure up to your obligation? If you do your part conscientiously and then fail to profit from your membership, it will then be time to ask, "What has the Association done for me?"

# 500 for 1919

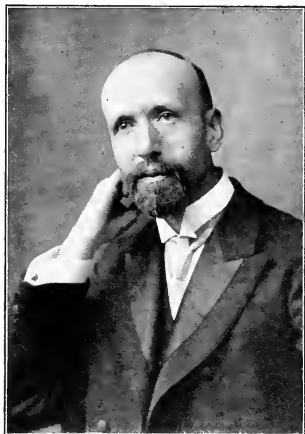


THIS program goes to every druggist in North Carolina. It is a genuine invitation to every one of them, whether members or not, to go to Wrightsville for three days and mingle with his brother craftsmen, learn facts and faces that will prove sources of profit and pleasure, listen and take part in discussions that will be directed at the very vitals of present problems, rub elbows with the men who give their all to a work that demands everything but which returns a consciousness of having contributed one's share in a humane crusade that keeps the world a safer, happier, healthier place to live in. It is at once an invitation and a plea—an invitation heartfelt by its senders, and a plea to those who have not yet felt the need or heard the call to affiliate themselves with an organization of loyal fellow-workers who love their profession and who are sincerely determined that the North Carolina Pharmaceutical Association shall continue its toil until the reasons for its existence no longer obtain.

If you are not a member, please do not allow that fact to keep you away. Come! We want you, we need you. If you want to join after seeing us at work and play, we shall be happy to affiliate you; if you prefer to stay a non-member, we assure you that that fact will not cause you a moment's embarrassment nor deprive you of any pleasure or profit the members derive from the meeting.

The Association is going to be as strong as its personnel; its influence will depend upon its numbers; the work it can do limited only by its workers. Every trade, every vocation, every profession is better united than pharmacy. You perhaps admit that and grieve that we are not more unified. But can you conscientiously complain if you have shirked your share of the responsibility? Is it fair to knock the Association for any remissness in its duty if you have been equally remiss in yours by not helping? Many outsiders in a position to know say that ours is now one of the liveliest state associations in the country. This may or may not be correct, but the glaring fact is apparent that it could be stronger, that it could be more influential if it numbered in its membership every eligible druggist in the State and a majority of these attended the meetings. Do you agree with the last sentence? If you do, then join at once and add your influence, your fee, your work towards uplifting the calling with which you have thrown in your lot. Don't just *wish* for better things in the drug business, but throw off your coat and push a fist full of fight into going after them.

The North Carolina Pharmaceutical Association was founded thirty-nine years ago by a band of loyal, farsighted druggists who desired to organize and unify into a co-operative institution the hosts of pharmacists throughout the State. They framed a constitution and set of by-laws so excellent that, save for a few minor changes, they are as forceful today as they were two score years ago. The originators of our Association, while not unmindful of the advantages that would accrue to themselves through organization, were building for posterity; for the druggists yet unborn. They builded well—those grand old men—but their foundation must be added to through our responsible efforts. The Association today is a living, pulsing monument to the memory of the founders, and we welcome the opportunity of commemorating the fortieth anniversary of their undying enterprise. But even more, perhaps, must we think of ourselves and look ahead to our successors in the community of pharmacy. Are we going to stay idle and trust to Providence to keep our fortunes directed straight; shall we with thoughtless mien let tomorrow bring tomorrow's luck, nor strive to make it good; can we expect to nullify the inevitable law that "that goes backward which stands still"; will the economic forces in commercialism smile kindly upon us merely because we are benefactors? The answer to these questions unfortunately is NO, and again NO. The Pharmaceutical Association is a most worthy institution; pharmacy is a profession that is unashamed; both will continue when their present members are lost to memory. But we must each decide whether his efforts shall contribute towards a continuation upward or downward. Ours is a heritage to be used, improved, and then passed on to those who follow. A brief self-analysis will disclose our duty. That duty while not purely altruistic is equally not all egoistic. The greatest gainer is the greatest giver; he is benefitted most who helps most to benefit. The Association wants YOU, not the other fellow; it needs you and you need it. Won't you prove your broadmindedness to duty by going to Wrightsville in June and lending your efforts during these parlous times towards solving the perplexing problems that our entrance into the world war imposed upon pharmacy: taxation, reconstruction, etc.?



DR. HENRY KRAEMER  
Ann Arbor, Mich.

Dr. Henry Kraemer, Professor of Pharmacognosy in the University of Michigan, and formerly of the faculty of the Philadelphia College of Pharmacy, will deliver the principal address at the fortieth annual meeting. His lecture (illustrated) will be on "Pharmacy and Human Welfare."

Dr. Kraemer is a well-known figure in American pharmacy who needs no introduction to this Association. He has long been a prominent member in the American Pharmaceutical Association and an intelligent debater at its meetings. Dr. Kraemer was president of the American Conference of Pharmaceutical Faculties in 1917-18 and his presidential address advocating two classes of pharmacists was the subject of widespread discussion.

Author of several standard text-books on botany and pharmacognosy, he is a scholar of the new era who works outside his chosen field of plants whenever an opportunity offers to push any phase of pharmacy. Enthusiastic but never flighty; earnest but never dull; eloquent, witty, and speaking convincingly, he will be a welcome addition at the Wrightsville meeting and his address will furnish a happy climax to the second day of the convention.

## Headquarters

Wind swept on the hottest day; cool when there seems no coolness; restful in sight of an unresting sea; a cheerful host to strangers and a long-remembered friend to those it houses; close to excitement but away from noise; offering tempting, satisfying food; beds that are built for sleeping and rooms just made for rest; glad to welcome druggists and regretting that they must leave; a host in the literal meaning of the term—the Oceanic Hotel will be the official headquarters for the North Carolina Pharmaceutical Association.

The rates—American plan—are:

Single room without bath.....	\$3.50
Double room without bath.....	3.00
Single room with bath.....	4.00
Double room with bath.....	3.50

Within a stone's throw a superb beach for bathing; slightly farther on are fish that bite easily but pull hard, that look good but taste better; five minutes away the best place to dance on the South Atlantic.

Wrightsville Beach in June—a haven to flee to from sultriness, where fun comes naturally, where life feels good, which children love and grownups adore; a sea to see, a place to play, a trip to take. Good old Wrightsville! Look for me on the 24th.



J. G. BEARD  
Chapel Hill, N. C.  
Secretary-Treasurer



## Prizes to be Offered

- For the Best Paper Presented—\$15.00 in gold.
- For the Second Best Paper Presented—Gillette Safety Razor in Gold Case.
- To Every Charter Member Present—Gold-handled Cane.
- To Man Making Largest Catch on Fishing Trip—Automatic Fishing Reel.
- To Woman Making Largest Catch on Fishing Trip—Assortment of Hudnut Specialties.
- For Largest Family Representation—Eureka Prescription Filing Cabinet.
- To Delegate Responsible for Securing Most New Members for Year (Secretary excluded)—Leather Hand Bag.
- To Member Offering Most Constructive Criticism—\$10.00 worth of Merck Chemicals.
- To Woman Who Has Attended Most Consecutive Meetings—Assortment of Colgate Specialties.
- To Best Looking Woman Delegate (decided by vote of the men)—Five Pounds Candy.

(Other appropriate prizes will be offered for special events.)

## Contributors

The following firms by their contributions will add to the pleasure of the Convention. Grateful acknowledgment is hereby made.

Colgate & Co.	Belle Meade Sweets Makers
Foley & Co.	William Wrigley Jr. Co.
Voight & Co.	Mennen Co.
Parke, Davis & Co.	Johnson & Johnson
Fairchild Bros. & Foster	Peruna Co.
Frederick Sterns & Co.	French Lick Springs
Eli Lilly & Co.	William S. Merrell Chemical Co.
Whitall, Tatum Co.	Gillette Razor Co.
DeVilbiss Manufacturing Co.	E. R. Squibb & Sons
Merck & Co.	Sharp & Dohme
Pompeian Manufacturing Co.	Armour Soap Works
Swift Specific Co.	E. B. Read & Sons Co.
Planter's Nut & Chocolate Co.	Denver Chemical Mfg. Co.
Richard Hudnut	Perdue Frederick Co.

*Every Druggist in Wilmington is a Member of the  
Entertainment Committee*

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GROUP OF DELEGATES AT WRIGHTSVILLE



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1916. (EUROPE IN THE BACKGROUND)

# CONVENTION PROGRAM

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## First Session

### **Tuesday, 10:30 A. M., Auditorium, Harbor Island**

Meeting called to order by President S. E. Welfare.

Invocation by Rt. Rev. Thomas C. Darst, D.D., Bishop of Eastern North Carolina.

Address of Welcome upon the part of the City by Mayor P. Q. Moore.

Response—Vice-President G. R. Pilkington.

Address of Welcome upon part of the Local Druggists—Walter R. Kingsbury.

Response—Vice-President I. W. Rose.

Roll Call by Secretary.

Reading of Minutes of Previous Meeting.

Admission of New Members by Chairman P. A. Lee

Introduction of Visiting Delegates from Other Associations.

Report of Delegates to the American Pharmaceutical Association, N. A. R. D., and the neighboring State Pharmaceutical Associations.

## Second Session

2:00 P. M.

Annual Address of the President, by S. E. Welfare.

Report of the Secretary-Treasurer, by J. G. Beard.

3:00 P. M.

Automobile Trip through Wilmington to and over the Government Ship Yards. Special cars will leave the Oceanic Hotel at 3:00 p. m. and returning cars will leave Wrightsville for the Beach at 7:00 p. m.

9:00 P. M.

Get Acquainted Hour—Lobby of Oceanic Hotel.

## Third Session

### **Wednesday, 10:00 A. M.**

(Meeting of the Traveling Men's Auxiliary.)

Report of Chairman E. L. Tarkenton of the Papers Committee.

## Reading and Discussion of Papers—

Drug Store Neatness—E. E. Missildine.

How to Make a Drug Store Pay Better—W. W. Parker.

The Necessity for Maintaining the Present Scale of Prescription Prices—R. A. McDuffie.

The Future Form of Drug Store Inspection—J. G. Beard.

How to Get Efficient Service from Clerks—J. G. Beard.

The Neglect of the Drug Store Front—W. E. Kendall.

Do It Now, and Do It With All Your Might—E. L. Tarkenton.

What the Public Thinks of the Drug Store Business—P. A. Lee.

Report of Secretary-Treasurer of N. C. Board of Pharmacy—  
F. W. Hancock.

Appointment of Committee on Time and Place of Next Meeting.

Report of Legislative Committee.

Discussion and Action on Problems Relating to Drug Business.

Report of Committee on President's Address.

3:00 P. M.

Deep Sea Fishing Trip. Boats will leave Oceanic Hotel Piers promptly at 3 o'clock.

## Fourth Session

8:30 P. M.

Address by Dr. Henry Kraemer, of the University of Michigan.

## Thursday

A boat trip to Fort Caswell and Southport. Delegates will take special cars leaving the Oceanic Hotel exactly at 8:45 A. M. to connect with the 9:30 boat for Fort Caswell on an outing as the guests of the Wilmington druggists. From the Fort the members will return to Southport for a fish fry and clam bake given in honor of the Association by the Traveling Men's Auxiliary. Returning special car will leave Front and Princess streets at 7 P. M. for the Oceanic Hotel.

## Fifth Session

This session will be held immediately following the clam bake at Southport.

Selection of Place of Next Meeting.

Election of Officers for Ensuing Year.

Report of Auditing Committee.

8:45 P. M.

Special Souvenir Dance at Lumina, given by the Tidewater Power Company, complimentary to the Association.



EDWARD LAWRENCE TARKENTON  
Wilson, N. C.  
Chairman Papers and Queries Committee



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ESTABLISHED 1891

INCORPORATED 1900

# **JNO. M. SCOTT & Co.**

## **WHOLESALE DRUGGISTS**

IMPORTERS AND JOBBERS OF  
**DRUGGISTS' SUNDRIES AND FANCY GOODS**

18-20 SOUTH COLLEGE STREET

**CHARLOTTE, NORTH CAROLINA**

We invite inspection of our fall line -  
Sundries and Holiday goods, - now on the  
road, which is the largest and best we  
have ever shown.

Don't fail to see it before placing  
your order.

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"As Smooth as Velvet"

# Velvet Salve

FOR CROUP and PNEUMONIA

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A Large Bottle

Price 25 Cents

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## Special Deal

Three Dozen—One-half Dozen Free

Six Dozen—One Dozen Free—5%

Twelve Dozen—One Dozen Free—8%

SAMPLES AND ADVERTISING MATTER  
ON REQUEST

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**The Peabody Drug Company**

Durham, N. C.

# Justice Drug Co.

WHOLESALE AND  
MANUFACTURING  
DRUGGISTS

GREENSBORO, N. C.

**W**e are never so happy as when serving you. All goods shipped on the day order is received. If not already a customer, try us.

We beg to call your attention to

# Bipepsonate

An intestinal Antiseptic sold only in bulk for dispensing on physician's prescription. Each teaspoonful contains:

Calcium Phenolsulphonate.....	$\frac{1}{4}$ Gr.
Sodium Phenolsulphonate .....	$\frac{1}{4}$ Gr.
Zinc Phenolsulphonate.....	$\frac{1}{8}$ Gr.
Salol .....	$\frac{1}{4}$ Gr.
Bismuth Subsalicylate .....	1 Gr.
Pepsin .....	$\frac{1}{2}$ Gr.

Also

# Acetylsalicylic Acid Comp.

the remarkable success of which is due to its prescription by the Medical Profession. Each fluid ounce represents:

Acid Acetylsalicylic.....	40 Gr.
Sodium Bromide.....	20 Gr.
Caffeine Hydrobromide .....	4 Gr.
Anti Rheumatic and Migraine.	

BURWELL & DUNN COMPANY  
MANUFACTURING PHARMACISTS  
CHARLOTTE, N. C.

# Brame's Vapomentha Salve For Croup and Pneumonia



Quickly relieves Croup, Pneumonia, Bronchitis, Coughs, Colds, La Grippe, etc. Applied externally, does away with dosing the stomach with nauseating drugs. Doctors use and recommend it. In the most severe cases it is only necessary to rub the salve well on the chest, throat, under the arms and between the shoulders; the healing vapor goes direct to the affected parts, giving immediate relief. Endorsed by mothers everywhere.

	Retail	Per Doz.
Brame's Vapomentha Salve.....	\$ .30	\$2.40
Brame's Vapomentha Salve.....	.60	4.80
Brame's Vapomentha Salve.....	1.20	9.60

One dozen 30c size free with orders amounting to \$28.80.

TERMS—30 days net or 5% cash discount 10 days from date of invoice. An extra 5% discount will be given on orders amounting to \$57.60.

MANUFACTURED BY  
**BRAME MEDICINE COMPANY**  
NORTH WILKESBORO, N. C.

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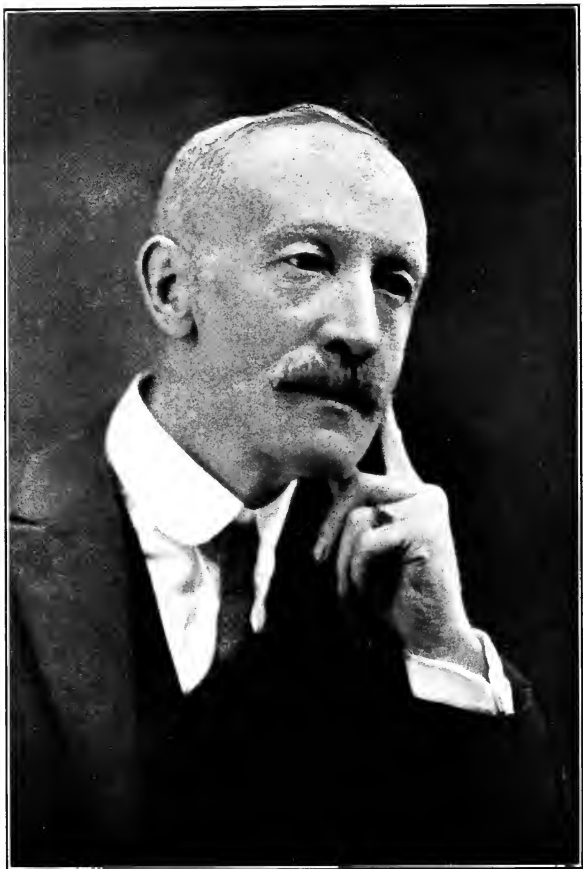
**I  
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**IT** OUR CUSTOMER **PAYS**  
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Everything That's Best

W. H. King Drug Co., Raleigh, N. C.







G. R. PILKINGTON  
PITTSBORO  
President North Carolina Pharmaceutical Association



PROCEEDINGS  
OF THE  
FORTIETH ANNUAL MEETING  
OF THE  
NORTH CAROLINA  
PHARMACEUTICAL ASSOCIATION

HELD IN  
THE OCEANIC HOTEL  
WRIGHTSVILLE BEACH, N. C., JUNE 24, 25, 26, 1919

ALSO THE  
ROLL OF MEMBERS

REPORT OF THE SECRETARY-TREASURER  
NORTH CAROLINA BOARD OF PHARMACY, TOGETHER  
WITH LIST OF REGISTERED PHARMACISTS; ALSO  
THE MEMBERS OF THE TRAVELING  
MEN'S AUXILIARY

---

STENOGRAPHER  
MR. L. L. MOTT  
WILMINGTON, N. C.

1919  
QUEEN CITY PRINTING COMPANY  
CHARLOTTE, N. C.

## PREFATORY NOTES

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For general information regarding the association, or for blank applications for membership, write to the Secretary-Treasurer, J. G. Beard, Chapel Hill.

In case of the death of a member coming to your notice, advise the Secretary-Treasurer, giving such particulars as may be desirable to publish.

If you find your name omitted or incorrectly spelled, or your address erroneously given, notify the Secretary-Treasurer at once, giving your full name and address.

For information concerning examinations, the State Pharmacy Law and its enforcement, and Certificates of Registration, address F. W. Hancock, Secretary of Board of Pharmacy, Raleigh.

Take notice of the advertisers who have liberally responded to requests for advertisements, mentioning the Proceeding in your correspondence with them. You can render no better service to the Association.

THE 1920 MEETING OF THE NORTH CAROLINA PHARMACEUTICAL ASSOCIATION WILL BE HELD AT ASHEVILLE, NORTH CAROLINA, JUNE 22, 23 AND 24.

# OFFICERS, COMMITTEES AND DELEGATES

## 1919-1920

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### OFFICERS

#### PRESIDENT

G. R. PILKINGTON.....Pittsboro

#### VICE-PRESIDENTS

E. E. MISSILDINE.....Tryon

I. W. ROSE.....Rocky Mount

J. A. GOODE.....Asheville

#### SECRETARY-TREASURER

J. G. BEARD.....Chapel Hill

#### LOCAL SECRETARY

C. A. RAYSOR.....Asheville

#### MEMBERS OF BOARD OF PHARMACY

E. V. ZOELLER, *President*.....Tarboro

F. W. HANCOCK, *Secretary and Treasurer*.....Raleigh

W. W. HORNE.....Fayetteville

C. P. GREYER.....Morganton

FRANK S. SMITH.....Asheville

#### HISTORIAN

E. V. HOWELL.....Chapel Hill

### COMMITTEES

#### EXECUTIVE

P. A. LEE, *Chairman*.....Dunn

S. O. BLAIR.....Monroe

W. H. JUSTUS.....Hendersonville

W. A. CRABTREE.....Sanford

S. M. PURCELL.....Salisbury

J. G. BEARD, *ex-officio*.....Chapel Hill

#### LEGISLATIVE

F. W. HANCOCK, *Chairman*.....Raleigh

E. V. ZOELLER.....Tarboro

W. W. HORNE.....Fayetteville

C. P. GREYER.....Morganton

FRANK S. SMITH.....Asheville

#### AUXILIARY TO THE ABOVE

H. T. HICKS.....Raleigh

E. V. HOWELL.....Chapel Hill

I. W. ROSE.....Rocky Mount

## PAPERS AND QUERIES

E. L. TARKENTON, <i>Chairman</i> .....	Wilson
C. B. MILLER.....	Goldsboro
J. A. GOODE.....	Asheville

## TRADE INTERESTS

J. L. HENDERSON, <i>Chairman</i> .....	Burlington
J. K. BROWN.....	Greenville
J. E. DAVIS.....	Wake Forest

## COUNTY LEGISLATIVE AND MEMBERSHIP

County	Postoffice	Chairman
Alamance.....	Burlington.....	J. L. Henderson
Alexander.....	Taylorsville.....	J. B. Cooper
Anson.....	Wadesboro.....	R. P. Lyon
Beaufort.....	Washington.....	F. S. Worthy
Bertie.....	Windsor.....	W. B. Gurley
Brunswick.....	Southport.....	G. Y. Watson
Buncombe.....	Asheville.....	C. A. Raysor
Burke.....	Morganton.....	C. P. Greyer
Cabarrus.....	Concord.....	M. L. Marsh
Caldwell.....	Lenoir.....	J. E. Shell
Carteret.....	Morehead City.....	S. A. Chalk
Caswell.....	Yanceyville.....	N. C. Brandon
Catawba.....	Hickory.....	H. C. Lutz
Chatham.....	Pittsboro.....	G. R. Pilkington
Cherokee.....	Murphy.....	R. S. Parker
Chowan.....	Edenton.....	W. A. Leggett
Cleveland.....	Shelby.....	H. E. Kendall
Columbus.....	Chadbourn.....	J. E. Koonce
Craven.....	New Bern.....	C. D. Bradham
Cumberland.....	Fayetteville.....	H. S. Sedberry
Davidson.....	Thomasville.....	R. C. Harville
Davie.....	Mocksville.....	E. P. Crawford
Duplin.....	Warsaw.....	J. D. Brown
Durham.....	Durham.....	C. L. Haywood
Edgecombe.....	Tarboro.....	A. T. Nicholson
Forsyth.....	Winston-Salem.....	E. W. O'Hanlon
Franklin.....	Franklinton.....	J. D. Joyner
Gaston.....	Gastonia.....	E. C. Adams
Gates.....	Gatesville.....	A. R. Roberts
Granville.....	Oxford.....	F. F. Lyon
Guilford.....	Greensboro.....	C. C. Fordham
Halifax.....	Weldon.....	L. W. Murphrey
Harnett.....	Duke.....	E. R. Thomas
Haywood.....	Canton.....	W. S. Martin

County	Postoffice	Chairman
Henderson.....	Hendersonville.....	W. H. Justus
Hertford.....	Murfreesboro.....	T. H. Nicholson
Hoke.....	Raeford.....	L. E. Reaves
Iredell.....	Statesville.....	P. C. Gray
Jackson.....	Sylva.....	C. D. Stowe
Johnston.....	Smithfield.....	H. C. Hood
Lee.....	Sanford.....	W. A. Crabtree
Lenoir.....	Kinston.....	W. D. Hood
Lincoln.....	Lincolnton.....	B. P. Costner
Macon.....	Franklinton.....	F. T. Smith
Madison.....	Marshall.....	C. B. Rhinehardt
Martin.....	Williamston.....	W. H. Biggs
McDowell.....	Marion.....	J. W. Streetman
Mecklenburg.....	Charlotte.....	J. P. Stowe
Montgomery.....	Mount Gilead.....	D. G. Ridenhour
Moore.....	Carthage.....	J. F. Cole
Nash.....	Rocky Mount.....	I. W. Rose
New Hanover.....	Wilmington.....	R. R. Bellamy
Northampton.....	Rich Square.....	J. C. Bolton
Orange.....	Chapel Hill.....	C. L. Eubanks
Pasquotank.....	Elizabeth City.....	S. G. Etheridge
Pender.....	Burgaw.....	W. O. Singletary
Perquimans.....	Hertford.....	D. M. Field
Person.....	Roxboro.....	T. E. Austin
Pitt.....	Greenville.....	J. K. Brown
Polk.....	Tryon.....	E. E. Missildine
Randolph.....	Ashboro.....	Chas. M. Fox
Richmond.....	Rockingham.....	Sylvester Biggs
Robeson.....	Maxton.....	B. S. Barnes
Rockingham.....	Reidsville.....	R. N. Tucker
Rowan.....	Salisbury.....	S. M. Purcell
Rutherford.....	Rutherfordton.....	Drayton Wolfe
Sampson.....	Clinton.....	J. M. Chestnutt
Scotland.....	Laurinburg.....	A. F. Blue
Stanly.....	Albemarle.....	W. H. Snuggs
Stokes.....	Germanton.....	R. T. Beck
Surry.....	Elkin.....	R. B. Lewis
Swain.....	Bryson City.....	K. E. Bennett
Transylvania.....	Brevard.....	R. S. Morgan
Tyrell.....	Columbia.....	C. B. McKeel
Union.....	Monroe.....	S. O. Blair
Vance.....	Henderson.....	Melville Dorsey
Wake.....	Raleigh.....	H. T. Hicks

County	Postoffice	Chairman
Warren.....	Warrenton.....	W. R. White
Washington.....	Plymouth.....	T. L. Smith
Wayne.....	Goldshoro.....	C. B. Miller
Wilkes.....	North Wilkesboro.....	R. M. Brame
Wilson.....	Wilson.....	E. L. Tarkenton

## DELEGATES

## AMERICAN PHARMACEUTICAL ASSOCIATION

E. V. ZOELLER, <i>Chairman</i> .....	Tarboro
E. V. HOWELL.....	Chapel Hill
J. G. BEARD.....	Chapel Hill
W. W. HORNE.....	Fayetteville
H. T. HICKS.....	Raleigh

## NATIONAL ASSOCIATION OF RETAIL DRUGGISTS

S. M. PURCELL, <i>Chairman</i> .....	Salisbury
A. V. BAUCUM.....	Apex
C. L. EUBANKS.....	Chapel Hill

# PROCEEDINGS OF THE FORTIETH ANNUAL MEETING

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WRIGHTSVILE BEACH, N. C.,  
June 24, 25, 26, 1919.  
OCEANIC HOTEL.

## FIRST SESSION

The first session of the fortieth annual meeting of the North Carolina Pharmaceutical Association was called to order in the Assembly Room of the Oceanic Hotel at 10:30 o'clock on the morning of June 24th by the President, S. E. Welfare, of Winston-Salem.

PRESIDENT WELFARE: *Ladies and Gentlemen:* It gives me great pleasure to welcome you to this, the fortieth annual meeting of the North Carolina Pharmaceutical Association. We are glad to have you with us. We will first be led in prayer by the Rt. Rev. Thomas C. Darst, D.D., Bishop of Eastern North Carolina.

(Invocation by Bishop Darst, of Wilmington.)

PRESIDENT WELFARE: I will ask Hon. P. Q. Moore, Mayor of Wilmington, to deliver the address of welcome on behalf of the City of Wilmington.

MAYOR MOORE: *Mr. President, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:* It is indeed a pleasure that I have this morning in welcoming you back again to the City of Wilmington. I had this great pleasure when you gathered here before. At that time war clouds had covered the East, and Belgium, France, England and Italy were fighting a battle for civilization. At that time war-weary and worn, with old England being driven back towards the Channel, with little Belgium devastated and broken, and with glorious France being crushed and driven back to the gates of Paris itself; tired and worn, their eyes were looking toward the West and they were wondering why

great America did not come to help the world for civilization. At that time America was hearing the cry and the great slumbering giant of the West was arousing himself. We heard the call of the President of these United States and like great Americans we answered that call. We saw our boys, great, big, bright-eyed boys, leaving home with a smile upon their faces, little dreaming what they were going into; with brave hearts they were leaving for the camps to be trained for soldiers to uphold the honor and dignity of America. We saw those boys come back to us from the camp and we felt the thrill that only a mother or father can feel when they see their boy for the first time garbed in the uniform of their country—their soldier boy. We saw their boys again as mothers with tearless eyes but with a smile upon their lips imprinted a kiss upon their brow as they bade them goodbye and Godspeed, and with a prayer on their lips they saw their boys march away, marching away not only to fight the battles of those countries that had been fighting before, but to cross over three thousand miles of water infested with lurking, sneaking submarines. This great country of ours, equal to every emergency, threw a safeguard around those boys until they had landed across. Imagine the feelings of the people of France when they awoke one bright, glorious morning to see the khaki-clothed sons of America marching down the gangway to save France and to save the world for civilization. It was an epoch in the history of the world when that grand old man, General Pershing, at the head of these soldier boys, marched up to the statue of LaFayette and said, "LaFayette, LaFayette, we are here." (Applause.) Those boys marched into the trenches and from that time on the line of old Von Hindenburg began to break and crumble, and the despicable Hun was on the run back home, and the glorious boys of America did not stop until Old Glory itself was placed upon the ramparts of German soil. And today, while some of our boys, the best boys in the land, are still over there 'neath the lilies and poppies of France, their names and their spirit, like the spirit of Joan of Arc, like the spirit of Washington, Lee, Jackson, Lincoln, and Grant, shall live forever and inspire us to greater and nobler deeds.



My friends, I am glad to welcome you today under circumstances different from those of a year ago. The war is over. We have won the fight for humanity, civilization and for God. I am glad to welcome you to Wilmington, and hope your stay here now will be one of pleasure and one of profit. (Applause.)

PRESIDENT WELFARE: I will ask our vice-president, G. R. Pilkington, to respond to the address of welcome.

VICE-PRESIDENT PILKINGTON: *Honorable Mayor, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

On behalf of the North Carolina Pharmaceutical Association, it gives me great pleasure to respond to the address of welcome to your city, so ably extended to us by your mayor. Wilmington has always been known throughout the State as a city of conventions and its citizens full of hospitality and their doors open for the pleasure of those who choose to visit them. It has been my privilege to enjoy and partake of your goodness on several occasions, not only as a druggist, but as a Mason and K. of P.—always have you shown me what it is to be among friends.

Wilmington, "the City by the Sea," is a favored city. It enjoys a great maritime commerce and a very large inland trade; it is so situated that ingress and egress, east and west, is far superior to that of many cities several times its size. Your manufacturing plants and commercial interests are of great variety—shipbuilding, for instance, for which I predict a great future. In the fishing industry you are the first, and as a city you have one of the best governed and most sanitary cities in the South. Your city is beautiful to look upon, its beautiful streets and buildings and your fine system of street cars, which I believe the best in the South, all impress a stranger who may come within your gates.

Wilmington has always been held dear to me, for on my arrival in this country some thirty years ago, it was my good fortune to cast my lot with good old Pittsboro, Chatham County, one of the garden spots of the State of North Carolina, which by the way claims she is a daughter of Wilmington, being largely composed of the relatives of the people of Cape

Fear. As Wilmington now is a seaside resort for the people of the central and western part of the State, so was Pittsboro a summer resort for Wilmingtonians in the past. Many years ago when Pittsboro was scarcely known, prominent families of your city and county would go there to spend the summer and were so impressed with the beauty and ruggedness of its topography, we being situated among the hills, that they bought plantations and built their homes for summer use and would return in the fall. So in this way Pittsboro was linked with Wilmington. Many of our families are the descendants of the Worths, the DeRossetts and the Waddells. This makes Pittsboro related to Wilmington by blood.

Then again the Cape Fear River originates in Chatham County about twelve miles south of Pittsboro, where Haw and Deep Rivers join and form the Cape Fear; all this would imply that we are more than friends, being akin by blood and water.

As Wilmington is the largest export-fishing market in North Carolina, I must say that Chatham County excels in only one respect, it is the greatest rabbit market in the world. The Chatham rabbit is known from Maine to California and from Alaska to New Orleans. And to bind us closer together, one of our best physicians, so carried away with your city, has wandered away from the fold and settled among you. I refer to Dr. L. E. Farthing.

My sincerest wish is that Wilmington may become the first city in the South, and that its future may be of the brightest and success crown its efforts. Again in behalf of our association allow me to express our appreciation for the very cordial welcome you have extended us. I thank you. (Applause.)

PRESIDENT WELFARE: I will ask Mr. Walter R. Kingsbury, of Wilmington, to deliver the address of welcome on the part of the local druggists.

MR. KINGSBURY: *Mr. President, Members of the North Carolina Pharmaceutical Association, Visiting Delegates, Ladies and Gentlemen:*

On behalf of the druggists of Wilmington, we desire to express our appreciation and gratification in having you with us today. I know of no honor or pleasure that could be

bestowed upon me greater than that of greeting you and extending to each of you the welcome and hospitality of our beautiful city and seashore. Therefore, it is of very deep pride and pleasure to have with us this morning such a fine body of men, representing in part the intelligence of North Carolina.

There are some of you who come from the beautiful west, where the magnificent mountains ascend their spires of glory to the skies, where mountain streams and babbling brooks sing merrily and musically their sweet songs of eternal love. There are some of you who come from the central part of the State where the fertile fields of cotton, wheat and clover abound in beauty and in splendor. Mr. President, we have no mountain peaks of glory to pierce the skies, no mountain streams or babbling brooks through meadows green, no fertile fields of wheat and clover, clothed in their garb of sparkling beauty and glittering gold.

But we have a beautiful and progressive city, whose people are known for their hospitality and Southern chivalry.

We have shipyards, where ships are built to ply the seas of commerce; we have factories of various kinds and sorts; cotton mills where the hum and buzz of a thousand spindles are heard. We have the grand old ocean, whose majestic billows climb the clouds in splendor, kissing the heavens in glory, whose sweet anthems and melodies are intoned by the angels of God. We have the magnificent surf, where thousands gather to bathe in its surging waters and find health and happiness. We have the best of all, some of the most beautiful, charming and cultured women in all the wide, wide world, the flower of our nation, the joy and pride of our hearts. These are the attractions, Mr. President, that we offer you today and we extend to you a most cordial and hearty welcome, hoping that your stay with us may be most pleasant, profitable and happy.

Now, in conclusion, Mr. President, I give you this key. It will unlock every gate to our beautiful city, it will unlock every street and every alley, it will unlock every door to every home, it will unlock every heart to every person. It is for every one of you, take it and use it, it is yours. (Applause.)

PRESIDENT WELFARE: I will ask Vice-President I. W. Rose to respond to this address of welcome.

DELEGATE: Mr. Rose will be here in a few minutes, his train has just come in.

PRESIDENT WELFARE: I will ask the Secretary to call the roll.

SECRETARY BEARD: The roll has become so large that I would like to suggest that reading of it be omitted and that we depend on the registry book Mr. Goode is passing around to supply us this data.

PRESIDENT WELFARE: We will dispense with a roll call as there is such a large number present. I will ask Mr. Goode to pass around with the book and I request each member of the association and Traveling Men's Auxiliary and visitors from anywhere who are with us to please register. There is a place on the left hand side of the book for the signature of members and a place on the right hand side for visitors.

The next business before the convention is reading of the minutes of the previous meeting.

SECRETARY BEARD: I move that they be dispensed with, since they are printed as Proceedings and copies have been distributed to the members.

PRESIDENT WELFARE: If there is no objection the reading of the minutes will be dispensed with. :

We will now have the Admission of New Members by P. A. Lee, chairman of the executive committee.

MR. LEE: We have twenty-three applications for membership. (Reads list, which is not reproduced here since all new memberships are noted in the Roll of Members.) That is in addition to forty-some-odd taken in between last session and this one.

MR. F. W. HANCOCK: I am just in receipt of a letter from one of our business men of the State. I wrote to him stating that I was sure he was one of the most successful business men in the profession in the State, but I could not understand why he was not a member of this association, and enclosed a blank application. I received this letter, saying: "I have your favor, also application blank for membership in the North Carolina

Pharmaceutical Association. I am sending you herewith my check for \$5.00 and blank filled out. I have thought many times of joining the association, but somehow I would neglect doing so. I feel that it is every druggist's duty as well as to his interest to become a member of this association. It looks like law makers are all on the other side and we must organize thoroughly if we expect to accomplish anything. I thank you for calling my attention to this and hope to be able to attend the Wrightsville meeting." Signed, J. W. Streetman, Marion.

PRESIDENT WELFARE: What shall we do with the applications just presented?

DELEGATE: I move that the Secretary cast the ballot of the association for the election of these applicants.

(This motion was ordered.)

SECRETARY BEARD: I take pleasure in casting the ballot of this association for the election of those candidates whose applications have just been read.

PRESIDENT WELFARE: The next order of business is the introduction of visiting delegates from other associations. Are there any visiting delegates from other associations? (No response.)

SECRETARY BEARD: May I read these letters which other associations have sent us?

I beg to inform you that President Parker has appointed the following delegates from this association to the next meeting of the North Carolina Pharmaceutical Association, which I understand will be held at Wrightsville Beach from June 24th to 26th: Eduard Ahrens, Ahrens Bros., Wilmington, N. C.; John M. Scott, John M. Scott & Co., Charlotte, N. C.; M. M. Murphy, Burwell & Dunn Co., Charlotte, N. C. We have sent credentials to our delegates, and with best wishes for a large and successful meeting, I am,

Yours very truly,

(Signed) C. H. WATERBURY,  
Assistant Secretary, N. A. R. D.

President Clarke has appointed the following delegation to represent our association at your coming annual meeting: Mr. George G. Muth, chairman, Baltimore, Md.; Mr. J. E. Bond, Baltimore, Md.; Mr. E. F. Kelly, Baltimore, Md.

Will you please send these gentlemen an announcement and program of your meeting? With best wishes, I am, Yours very truly,

(Signed) E. F. KELLY,

Secretary Maryland Pharmaceutical Association.

President LaWall has appointed as delegates to the coming meeting of your State association: E. V. Howell, Chapel Hill, chairman; J. E. Hicks, Goldsboro; Edward V. Zoeller, Tarboro. May I ask that you see that these delegates are called upon and given opportunity to extend the greetings of the American Pharmaceutical Association to the assembled members of the North Carolina Association? I take this opportunity of adding my most cordial greetings and best wishes and expressing the hope that you may have the most successful convention you have yet held and that your association may grow in membership and power.

Fraternally yours,

(Signed) WM. B. DAY,

General Secretary American Pharmaceutical Association.

PRESIDENT WELFARE: I have been asked to announce that Montgomery County has a full delegation, every member being represented. (Applause.)

If there is no objection I will ask the Secretary to read his report. This report comes at the second session, but we have time for it now.

SECRETARY BEARD: I herewith present my first annual report as Secretary-Treasurer for the fiscal year ending May 31, 1919, and my seventh annual statement as Secretary.

## FINANCIAL STATEMENT

### RECEIPTS

Certified check from Treasurer for 1917-18.....	\$	220.92
Dues:		
Old members.....	\$487.00	
Life memberships.....	75.00	
New memberships.....	355.00	917.00
Advertising in the Proceedings.....		387.00
One Liberty Bond from Treasurer J. G. Beard...		100.00
Interest on Liberty Bond.....		4.00
Contributions for War Savings Stamps at Raleigh meeting .....		70.00
War Saving Stamps.....		166.80
		<hr/>
		\$1,865.72

## DISBURSEMENTS

Stenographic assistance at Raleigh and Chapel Hill		152.30
Printing Proceedings of 1918 meeting (Queen City Printing Co.).....		358.00
Printing Program of the 1918 meeting (Seeman Printery) .....		16.40
Printing Certificates (Knoxville Lithographing Co.) .....		66.00
Printing Stationery and Envelopes.....		8.00
Postage for all purposes.....		98.54
Freight and Express.....		4.80
Telegrams .....		1.58
War Saving Stamps.....		166.80
Miscellaneous:		
Dr. Hynson's Hotel Bill at Raleigh.....	\$11.95	
Dr. Hynson's Traveling Expenses.....	29.96	
J. E. Theim for Journal-Ledger.....	1.75	
R. W. Foister, Photograph for Proceedings...	1.75	
Premium on Treasurer's Bond.....	2.50	
Engrossing Certificates (Miss Hancock).....	12.50	
Rubber Stamps.....	2.70	
Binding Proceedings, Journals, Magazines....	22.50	
Mailing Tubes for Certificates.....	1.25	
Salary of Secretary-Treasurer.....	175.00	261.86
Petty Account.....		4.45
On Hand:		<hr/>
War Saving Stamps.....		\$1,139.03
Liberty Bond.....		\$166.80
Cash in Bank for which Certified Check is enclosed .....		100.00
		459.89
		<hr/>
		\$1,865.72
Assets .....		\$726.59
Liabilities .....		000.00

Receipted itemized vouchers, O.K.d by President Welfare, are enclosed with this report to prove payment of the expenditures listed above.

## GENERAL STATEMENT

The proceedings of the thirty-ninth annual meeting were printed and distributed the last week of September, 1918, to all members, to the pharmaceutical press, and to the secretaries of all other State associations. A few apparently necessary delays resulting from the unsettled

labor situation at that time caused the volume to appear thirty days later than has been customary. Bids for publishing the book were solicited from the leading printers of this State, Virginia, and Tennessee. The lowest bidder proved to be the Queen City Printing Company, of Charlotte, the same firm who handled the contract in 1917 so satisfactorily. They were, as a consequence, given the work again. The proceedings was published and mailed out as Volume III, No. 1 of the Carolina Journal of Pharmacy following the precedent established in 1916. This was done, as has been repeated before, to save postage since the Journal makes no charge for this service, thus saving the association about \$30 this year. Advertising was solicited for the proceedings with the effect of securing \$387 worth. This was sufficient revenue to pay the cost of printing and leave a balance of \$29 in the treasury. The 1918 year-book, therefore, did not tax the funds of the Association a penny, rather it returned a profit. In further reference to the proceedings it may be said that it cost the association \$80 to print the report of the secretary-treasurer of the North Carolina Board of Pharmacy, together with the list of registered druggists and physicians. It might appear in view of its \$1,300 balance last year that this cost should be borne by the Board of Pharmacy. However, this statement is made without recommendation or thought of prejudice since your Secretary does not feel qualified to render an opinion or judge the question. It is merely mentioned to call your attention to what seems to have been a time-honored practice that may or may not need changing.

His Excellency, Governor T. W. Bickett, was informed of our recommendation for the Board of Pharmacy. In conformity with our request he commissioned Mr. F. W. Hancock, of Oxford, to succeed himself as a member of the examining board. The commission became operative April 28, of this year, to continue to the same date in 1924. Your Secretary feels impelled at this point to thank Mr. Hancock for the many courtesies and the intelligent co-operation he has constantly shown and for the willingness he has at all times displayed to be of any service to the association. It is also thought appropriate to remind the members that for forty years Mr. Hancock has been a tireless, enthusiastic worker in this body, especially in the direction of preventing legislation harmful to the interest of druggists from getting through the General Assembly. For more than a score of years he has served as a member of the Board of Pharmacy in the responsible position of secretary-treasurer. This charter member is growing old, but age fails to lessen his vigilance or dim his keenness when an outsider tries to "put anything over" the druggists in the halls of the legislature. In recognition of this faithful service your Secretary borrows permission to officially as well as personally thank Mr. Hancock for his generous, helpful service to us.





J. G. BEARD

CHAPEL HILL

Secretary-Treasurer North Carolina Pharmaceutical Association



The membership roll for 1918-19 stands at 463, an increase of sixty-three over the corresponding date for last year, and a percentage jump of about 16 per cent. It is hoped that before the next proceedings goes to press we will have 500 druggists affiliated with us. The above increase comes despite the fact that thirty-eight members were dropped last summer for non-payment of dues. The members dropped, together with their indebtedness, will be named if the association wishes it. It is a source of much pleasure to your Secretary to report that during his term of office the association has practically doubled its membership. But while this is a fact to be enjoyed, it should but serve to stimulate the feeling that at the least 75 per cent of the North Carolina pharmacists should become members of this organization. Such a goal is not impossible but it would be easy to reach if only the individual members would feel it incumbent upon themselves to work towards this end. As an indication of how easy it is to get new members, this office sent out a letter on May 15th of this year to all the non-member registered pharmacists of the State making an appeal to their sense of justice and gratitude to join the association. On May 31st, two weeks later, forty-one new members had become affiliated with us. Since that time, but too late for inclusion in the official report, nine more have sent in their applications, making a total of fifty new members in less than a month. While this association was having an increase for the year of 16 per cent, Texas and West Virginia report increases of 25 and 20 per cent, respectively. It is understood that these associations had traveling representatives out, however. Minnesota and Kansas had a 12 per cent increase; Florida, Pennsylvania, and New York had only a 10 per cent increase; Vermont increased 5 per cent; Maine 2 per cent; Georgia and Mississippi report "small increase"; North Dakota, South Dakota, Colorado, Utah, Nebraska, Louisiana, Kentucky, South Carolina, and Alabama had no increase, while an extreme case is Wisconsin with a 20 per cent decrease in numbers. While only about one-half the States were heard from as to their membership, it is somewhat gratifying to know that our association came third in the year's advance, being led only by two States and they having men on the road for the purpose. In connection with comparisons as to increases in membership it is worth noting that 50 per cent of the State pharmaceutical associations do not charge an initiation fee at all, whereas North Carolina charges \$3. The States where only consent is necessary are:

California, Colorado, Delaware, District of Columbia, Illinois, Iowa, Kentucky, Louisiana, Maine, Maryland, Michigan, Missouri, Montana, New Hampshire, North Dakota, Ohio, Oklahoma, Pennsylvania, South Carolina, South Dakota, Virginia, Washington, Wisconsin.

Arkansas charges a 50 cent certificate fee. The following charge

\$1: Alabama, Florida, Indiana, Kansas, Minnesota, Mississippi, New Jersey, New York, Vermont, Wyoming.

These four States charge \$2: Arizona, Georgia, Massachusetts, Oregon.

The following five charge \$3: Idaho, Nebraska, North Carolina, Texas, West Virginia.

Connecticut's initiation fee is \$4; Utah stands alone with a \$5 charge.

No replies were received from the following States despite repeated request: Nevada, New Mexico, Rhode Island, Tennessee.

In further reference to membership it is believed well to call the association's attention to its relative and actual strength in the several towns and counties of the State. A list of *all* the registered druggists was made by grouping them under the head of their present addresses. A similar list of the association druggists was placed parallel. The percentage of members to non-members in each town was then calculated. This constituted Table I. The same plan was followed in respect to counties and is called Table II. Before setting forth the results it is necessary to state that absolute exactness is not claimed for the tables. It developed several times that a pharmacist would have one address in the list of registered druggists and a different address in the roll of association members. It became then a difficult matter to reconcile the results. In spite of a few such discrepancies, the figures compiled are in the main correct. Immediately following each town is given the number of registered druggists and this in turn is followed by the number of members of the association.

TABLE I

A. Towns having registered druggists but no members of the association: Jacksonville, 2-0; Landis, 1-0; Middlesex, 2-0; Mt. Mourne, 1-0; Norlina, 1-0; Pikeville, 1-0; Ore Hill, 1-0; Atkinson, 2-0; Bath, 1-0; Black Mountain, 2-0; Coats, 2-0; Faison, 2-0; Germanton, 1-0; Grover, 1-0; Henrietta, 1-0; Huntersville, 2-0; St. Pauls, 1-0; Stantonburg, 1-0; Taylorsville, 2-0; Wadesboro, 5-0; Wilkesboro, 1-0; Jonesboro, 2-0; Leaksville, 4-0; Milton, 3-0; Murphy, 1-0; Norman, 1-0; Pine Level, 1-0; Ahoskie, 1-0; Aurora, 2-0; Beaufort, 2-0; Burgaw, 1-0; Conover, 1-0; Farmville, 1-0; Gibson, 1-0; Gulf, 1-0; Hertford, 1-0; Jackson, 1-0; Spray, 2-0; Stovall, 1-0; Timberlake, 1-0; Waxhaw, 1-0; Winterville, 1-0; Kannapolis, 1-0; Lowell, 2-0; Mocksville, 1-0; Nashville, 2-0; Norwood, 3-0; Pineville, 1-0; Alexander, 1-0; Bailey, 1-0; Belhaven, 1-0; Castalia, 1-0; Cooleemee, 1-0; Garner, 1-0; Granite Falls, 1-0; Halifax, 2-0; Hobgood, 1-0; Ramseur, 1-0; Stanly, 1-0; Swansboro, 1-0; University, 1-0; Waynesville, 3-0; Yanceyville, 1-0; Lattimore, 1-0; Maiden, 1-0; Morven, 1-0; Newton Grove, 2-0; Penrose, 1-0; Princeton,

2-0; Andrews, 3-0; Autryville, 1-0; Biscoe, 2-0; Cedar Grove, 1-0; Dallas, 3-0; Gatesville, 1-0; Grifton, 1-0; Haw River, 1-0; Hot Springs, 1-0; Rockingham, 4-0; Rutherfordton, 2-0; Tabor, 1-0; Vineland, 1-0; Weaverville, 2-0.

B. Ratio of registered druggists to association members:

PER CENT TOWN

- 11 Gastonia, 9-1.
- 13 Newbern, 15-2.
- 14 Mount Airy, 7-1; Shelby, 7-1.
- 15 Hickory, 13-2.
- 17 Louisburg, 6-1.
- 20 Marion, 5-1; Newton, 5-1.
- 22 Monroe, 9-2.
- 25 Brevard, 4-1; Clinton, 8-2; Laurinburg, 8-2; Selma, 4-1; Weldon, 4-1.
- 30 Concord, 10-3.
- 33 Lincolnton, 6-2; Maiden, 3-1; Plymouth, 3-1; Robersonville, 3-1; Star, 3-1; Windsor, 3-1; Albemarle, 3-1; Fairmont, 3-1; Fremont, 3-1; Kings Mountain, 3-1.
- 36 Greensboro, 33-12.
- 38 Enfield, 8-3.
- 39 Tarboro, 13-5.
- 40 Charlotte, 43-17; Roxboro, 5-2.
- 41 Kinston, 12-5.
- 43 Burlington, 14-6; Mooresville, 7-3; Oxford, 14-6.
- 45 High Point, 11-5.
- 49 Raleigh, 45-22.
- 50 Belmont, 4-2; Carrboro, 2-1; North Charlotte, 2-1; Carthage, 4-2; Clayton, 2-1; Warrenton, 8-4; Rocky Mount, 10-5; Washington, 6-3; Williamston, 2-1; Roseboro, 2-1; Sanford, 6-3; Thomasville, 4-2; Southport, 4-2; Mount Holly, 2-1; Randleman, 2-1; Raeford, 2-1; Southern Pines, 2-1; Siler City, 2-1; Lucama, 2-1; Madison, 2-1; Marshville, 2-1; Maxton, 4-2; Morehead City, 2-1; Morganton, 6-3; Graham, 4-2; Franklinton, 2-1; Greenville, 6-3; Elm City, 2-1; Lexington, 6-3; Lillington, 2-1; Edenton, 4-2; East Durham, 4-2; West Durham, 2-1; Elkin, 2-1.
- 54 Wilmington, 33-18; Goldsboro, 11-6.
- 58 Asheville, 39-23.
- 59 Fayetteville, 17-10.
- 60 Elizabeth City, 10-6; Henderson, 10-6; Smithfield, 5-3.
- 65 Durham, 29-19.
- 67 Apex, 3-2; Bryson City, 3-2; Columbia, 3-2; Macon, 3-2; Mount Olive, 3-2; Reidsville, 6-4; Wake Forest, 3-2; Roanoke Rapids, 3-2; Scotland Neck, 3-2; Warsaw, 3-2; Whitakers, 3-2.

- 70 Statesville, 10-7; Winston-Salem, 27-19.  
 75 Ayden, 4-3; Benson, 4-3; Chadbourne, 4-3; Sylva, 4-3.  
 77 Salisbury, 13-10.  
 80 Wilson, 10-8.  
 100 Aberdeen, 2-2; Asheboro, 2-2; Bessemer City, 1-1; Bethel, 1-1; Biltmore, 1-1; Bladenboro, 1-1; Canton, 2-2; Chapel Hill, 5-5; China Grove, 1-1; Cliffside, 1-1; Cornelius, 1-1; Creedmoor, 1-1; Davidson, 2-2; Duke, 2-2; Dunn, 6-6; Fair Bluff, 1-1; Forest City, 1-1; Four Oaks, 1-1; Franklin, 1-1; Fuquay Springs, 1-1; Gibsonville, 1-1; Hassell, 1-1; Hillsboro, 2-2; Kenly, 1-1; Kernersville, 1-1; La Grange, 2-2; Lenoir, 3-3; Littleton, 3-3; Lumberton, 4-4; Marshall, 1-1; Murfreesboro, 1-1; Mt. Gilead, 1-1; Mt. Pleasant, 1-1; North Wilkesboro, 3-3; Old Fort, 1-1; Parkton, 1-1; Pilot Mountain, 1-1; Pittsboro, 2-2; Red Springs, 5-5; Rich Square, 1-1; Rosemary, 2-2; Rowland, 3-3; Spencer, 4-4; Spring Hope, 3-3; Tryon, 1-1; Wendell, 3-3; Whiteville, 2-2; Zebulon, 3-3; Hendersonville, 8-8.

## TABLE II

A. Sixteen counties having no druggists or association members: Alleghany, Ashe, Avery, Camden, Clay, Currituck, Dare, Graham, Greene, Hyde, Jones, Mitchell, Pamlico, Watauga, Yadkin, Yancey.

B. Counties having registered druggists but no association members: Alexander, 2-0; Anson, 6-0; Caswell, 4-0; Cherokee, 4-0; Davie, 2-0; Gates, 1-0; Onslow, 2-0; Pender, 2-0; Perquimans, 1-0; Stokes, 1-0.

C. Towns having registered druggists and association members:

## PER CENT COUNTY

- 12 Craven, 16-2.  
 15 Catawba, 20-3; Cleveland, 13-2.  
 17 Martin, 6-1.  
 20 Stanly, 5-1; Transylvania, 5-1.  
 22 Scotland, 9-2.  
 23 Sampson, 13-3; Union, 13-3.  
 25 Cabarrus, 12-3; Carteret, 4-1; Franklin, 8-2.  
 30 Surry, 10-3.  
 32 Gaston, 22-7.  
 33 Bertie, 3-1; McDowell, 6-2; Person, 6-2; Washington, 3-1.  
 38 Lee, 8-3.  
 40 Beaufort, 10-4; Duplin, 5-2; Haywood, 5-2; Mecklenburg, 50-20; Richmond, 5-2; Rutherford, 5-2.  
 41 Guilford, 43-18.  
 43 Nash, 7-3; Pitt, 14-6; Rockingham, 14-6.

- 44 Alamance, 18-8; Granville, 16-7.
- 45 Edgecombe, 27-12; Warren, 11-5.
- 46 Lenoir, 13-7.
- 50 Brunswick, 4-2; Burke, 6-3; Chatham, 6-3; Chowan, 4-2; Halifax, 26-13; Hertford, 2-1; Hoke, 2-1; Johnson, 20-10; Lincoln, 4-2; Madison, 2-1; Montgomery, 6-3; Northampton, 2-1; Randolph, 6-3; Wayne, 18-9.
- 55 Davidson, 9-5; Iredell, 18-10; Pasquotank, 11-6.
- 56 Buncombe, 44-25.
- 59 Wake, 56-33.
- 60 Vance, 10-6.
- 62 Moore, 8-5.
- 67 Columbus, 9-6; Cumberland, 15-10; Durham, 33-22; Forsyth, 28-19; New Hanover, 33-19; Orange, 12-8; Swain, 3-2; Tyrell, 3-2; Wilson, 15-10.
- 75 Harnett, 12-9; Jackson, 4-3; Wilkes, 4-3.
- 80 Caldwell, 5-4; Robeson, 19-15.
- 83 Rowan, 18-15.
- 100 Bladen, 1-1; Henderson, 8-8; Macon, 1-1; Polk, 1-1.

### SUMMARY

Eighty-three towns in North Carolina have one or more registered druggists, not one of whom is a member of the association. Fifty-four of these towns have only one registered druggist; twenty have two; five have three; two have four (Leaksville and Rockingham); one has five (Wadesboro), but not one has the association represented. There are fourteen towns having between 10 and 36 per cent of its druggists in the association; fifty-six having between 26 and 51 per cent; twenty-seven having from 51 to 80 per cent. Forty-eight towns have a 100 per cent membership; Hendersonville with eight druggists and eight members may be considered the banner town in the State.

In respect to county strength: Sixteen counties in North Carolina had no registered druggists in them according to the report of the secretary-treasurer of the Board of Pharmacy for 1918. Ten counties had one or more druggists but no association members. Our whole membership, therefore, lies in seventy-four counties. In twelve of these seventy-four we have a percentage membership of between twelve and twenty-six; in thirty-six of them a percentage between twenty-seven and fifty-one; in nineteen a percentage between fifty-two and seventy-six. Caldwell and Robeson counties have an 80 per cent standing; while Bladen, Henderson, Macon, and Pope have a perfect percentage of 100.

Selecting the towns having a population of more than 5000 inhabitants the following results appear:

	Per Ct.		Per Ct.
Wilson, 8-10.....	80	Washington, 3-6.....	50
Salisbury, 10-13.....	77	Raleigh, 22-45.....	49
Winston-Salem, 19-27.....	70	High Point, 5-11.....	45
Durham, 19-29.....	65	Kinston, 5-12.....	41
Elizabeth City, 6-10.....	60	Charlotte, 17-43.....	40
Fayetteville, 10-17.....	59	Greensboro, 12-33.....	36
Asheville, 23-39.....	58	Concord, 3-10.....	30
Wilmington, 18-33.....	54	New Bern, 2-15.....	13
Goldsboro, 6-11.....	54	Gastonia, 1-9.....	11
Rocky Mount, 5-10.....	50		

If a north and south line be drawn dividing the State into east and west districts and this line allotting the counties Granville, Person, Durham, Orange, Lee, Hoke, and Robeson and all to the east to the eastern district, it will be found that there is only a fractional difference between the percentage strength of the association in the east and west. Such a calculation disregarded those counties having no druggists and hence no members in the association. If these were considered, the east would have the better showing.

It does not seem customary for secretaries in their reports to make recommendations of a general nature. These are generally presented by the presiding officers. Having broken several precedents, however, your Secretary proposes to break this one on the assumption that since no one follows the work of the organization so closely from year to year as he does, that he should be in a position to offer constructive criticism and ideas.

(1) There are two committees of this association which have not functioned in at least two years. Either some plan should be evolved for making them active, or else they should be dropped. Reference is made to the adulterations and membership committees.

(2) It seems foolish to continue to appoint delegates to the neighboring associations of Maryland, Virginia, Tennessee and South Carolina. No one appointed ever acts as a delegate and the program and proceedings are burdened with useless matter.

(3) The association should make some effort, differing from the plan heretofore in use, to secure new members. Would it be worth while to engage each summer for a month some intelligent student and send him out on the road? The Secretary's office could arrange beforehand for some member in each town to take care of the solicitor and call on the several non-member druggists with him. Or a committee of two or three could co-operate to this end. Having this active assistance, and being free from the hotel expenses incidental to such a campaign, it is believed the association would profit to a great degree from employing such a man. The day has passed for this organization



to simply be a medium or an excuse for an annual outing for the members. It has either got to function actively and progressively, making itself an indispensable, vitally necessary union, or else confess failure and cease to exist. The latter alternative is unthinkable, and yet isn't an association of this sort partly a failure when it can only number 50 per cent of its possibilities, when its claim for better things, legally and socially is supported by only one-half the people for whom the claims are made? Please give this recommendation careful thought. Reject it if you think best, offer amendments or suggestions to it, if you will; propose another totally different plan, if another is better, *but do something*.

(4) A ladies auxiliary should be encouraged. If the active interest of women could be secured, they would not only be anxious to come to the meetings themselves, thus adding to the pleasure and success of the conventions, but would be instrumental in bringing more regular members to the meetings. Eighteen States have these auxiliaries. There may be others. The ones known about follow, together with number of members.

California .....	250	Pennsylvania .....	200
Montana .....	150	Florida .....	120
Missouri .....	105	Wisconsin .....	100
Ohio .....	100	New Jersey.....	79
South Dakota.....	75	Texas .....	75
Kansas .....	60	North Dakota.....	60
Wyoming .....	56	Washington .....	50
Oregon .....	30	Delaware .....	15
Indiana, number unknown.		Utah, number unknown.	

(5) The by-laws of the association must be revised to conform with the several changes that have been made. No revision has been made for eight years. The constitution and corrected by-laws should be published in the forthcoming proceedings.

(6) The following is made as a suggestion rather than as a recommendation. The clerks who are members of this association have somewhat different interests from the proprietors. Might it not be well for them to organize as a branch, and on the second day of the convention meet apart from the proprietors? On this day the latter could discuss and act on the problems peculiarly their own, while the clerks could discuss their affairs. On other days matters having mutual interest could be deliberated upon by the whole membership. As at present constituted, it must be admitted that not much incentive is offered clerks to attend the meetings.

(7) For the convenience of the Secretary, for convenience of county legislative committee, and in order that a solicitor could determine

what towns would be worth while visiting, it is recommended that the Secretary-Treasurer of the North Carolina Board of Pharmacy be requested to prepare an alphabetical list of registered pharmacists by towns. Such a list for incorporation in the proceedings, revised to July, 1918, could be furnished by your Secretary.

(8) A monthly journal of about twenty pages should be issued by the association. It should take the place of the one volume of proceedings. In fact it should be the proceedings distributed over twelve numbers plus other material that would help to make the association of more direct value to the druggists. Advertising for it, which would almost pay for it, should be solicited in the regular manner. This idea is really an imitation of the plan followed by the American Pharmaceutical Association and by the Virginia, Kansas, Iowa and Pennsylvania Pharmaceutical Associations. If a monthly journal were issued it should be easier to attract advertising than for a quarterly publication. It would be well to call it the Carolina Journal of Pharmacy, since that magazine already has second class mailing privilege. Such a journal to be a success would have to receive the active support of our membership. Properly run, no single agency would contribute more to further the work of the organization, and more important, to maintain the interest of the members throughout the year instead of just at the annual meetings.

(9) It is recommended that the executive committee meet at least once a year at Raleigh between the regular sessions. It would be well to meet during the fall examinations of the State Board of Pharmacy in order to have the advice, if necessary of the board members, and also that newly licensed pharmacists could be secured as new members of the association. Frequently matters requiring executive action confront the Secretary, and he must either leave them unsettled or else take action on his own responsibility. If this new step is taken, it might be well to elect an executive committee whose personnel lived convenient to Raleigh.

(10) The association should consider the advisability of having the Secretary visit each year the city where the next annual convention is to be held about two months before the meeting. At this time he could meet with the local secretary and the committee on entertainment, plan with them as to the best means of arranging the program, secure cuts of local views for incorporation in the program, secure advertisements for the illustrated folder of announcements. Your Secretary has seen the imperative need of this for several years, but obviously he could not incur the expense of the trip without official sanction.

(11) The association should decide at this meeting whom it would prefer as its principal speaker for 1920. Also, an alternative speaker should be selected in the event the first choice were unable to come.

Your Secretary does not care to continue the responsibility of selecting and securing such a man, it being neither his duty or his privilege to exercise such an important prerogative. It would be well to have a committee appointed for this purpose each year at the beginning of the meeting, which would report before adjournment and final action be taken.

(12) It is earnestly recommended that the annual dues be raised from two to three dollars. This would mean an increased revenue of approximately \$500. With this added amount the Secretary's office could and would prove of decidedly more value to the association and, just as important, to every North Carolina druggist, whether member or not. There will be unusual expenses this year, such as those of the legislative committee and of the principal speaker not met with in the fiscal year which closed May 31, 1919. Again there is need for more correspondence than is usually carried on. This calls for a greater outlay for postage and for stenographic assistance. Surely the work the association is now doing is worth \$1 more per year to the members than it used to be. It should also be taken into account that the price of everything has soared so high that the necessary mechanical work of an organization of this kind costs considerably more than it used to. The following States charge \$3: Connecticut, Idaho, Ohio, South Dakota, and Wyoming. A charge of \$5 is made by Iowa and Utah.

The following letter seems to me to be typical of the re-awakened interest on the part of our druggists in the association.

Enclosed you will find my check for five dollars, for which you will please enroll me as a member of the North Carolina Pharmaceutical Association.

I lost interest in the association a number of years ago when to me it seemed a dead issue. I realize now that it has taken on new life, and has done more than we really give it credit for, and the prospects are bright for more good useful work in the future.

If we can keep it a real live, active, useful organization, I do not think we will have any trouble in getting and keeping, as active members, a large majority of the druggists of the State.

Our little town is now 100% enrolled. With best wishes and hoping to see you in Wrightsville on the 24th, I am,

Sincerely,

(Signed) A. S. HARRISON.

The following druggists in good standing have been admitted into the association since the last meeting in accordance with the change in the by-laws. They are listed in the order in which they became members.

C. H. Beddingfield

J. Hollingsworth

E. D. Ledbetter

W. E. Beavans

A. C. Cecil (Assoc.)

C. E. Matthews

J. T. Stevenson	R. L. Reinhardt
B. F. McMillan, Jr.	H. W. Walker (Assoc.)
W. F. Welborn	W. R. McDaniel
H. L. Hicks	G. W. Montague
E. B. Perry	J. C. Taylor
V. K. Overman	A. B. Bobbitt
R. I. Dailey	C. B. McKeel, Jr.
J. R. Hughes	G. R. McNeill
R. H. Tucker	G. L. Nye
E. C. Worthington	E. H. Fordham (Assoc.)
G. E. Brookshire	C. D. Guion
J. H. Jones	G. D. Grimes
P. L. Osborne (Assoc.)	M. E. Dizor
L. C. McDonald	W. P. Taylor
A. H. McDonald	D. Wolfe
T. W. McBane	W. E. Lewis
E. W. Smith	J. M. Pritchard
T. N. Edwards	

Several matters of importance had to be eliminated from this report as a result of the sickness of your Secretary.

The Secretary wishes to take this occasion to thank the several officers of the association for their very cordial and sympathetic help during the past year. He wishes also to acknowledge the intelligent assistance given him by Miss Alice Noble, of Chapel Hill, without whose aid much of the work of the year could not have been carried on.

Respectfully submitted,

J. G. BEARD,  
Secretary-Treasurer.

DELEGATE: I move that the report be referred to the Committee on the President's Address and that the committee make such recommendations as necessary.

(This motion was passed.)

SECRETARY BEARD: I am going to bring up one recommendation in my report for general consideration right now. I am very conscientious in thinking it will be absolutely necessary that our dues be increased from \$2 to \$3 per year, and I want to make a motion that this be done.

DELEGATE: I second the motion.

PRESIDENT WELFARE: Is there any discussion?

(The matter of raising the dues was discussed, but it was decided to postpone action until next day.)

MR. J. A. GOODE: I am satisfied quite a number of people have not put their names on the registry book and I would like to ask them to stand if they have not yet registered.

MR. E. L. TARKENTON: I wrote to the Commissioner of Internal Revenue, Washington, and asked in regard to the narcotic law and have not had a reply. In my letter I asked these questions:

What provision has been made for physicians to get their emergency case supplies from retailer without the latter incurring liability as a wholesaler?

Many town are miles from wholesale druggists. It is absolutely necessary in some cases for accommodation sales to be made. How can retailer meet such emergency without becoming liable as a wholesaler? If one retail dealer can make such a sale to another retail dealer from an original package, what labels are necessary?

A retail dealer has an exempt preparation put up under his own label by a manufacturer registered under the act. Is such dealer liable for tax as a manufacturer? Some manufacturers stamp the outside of a package containing five tubes of hypodermic tablets, others stamp each tube, please define an original package in this case?

MR. F. W. HANCOCK: I was informed just before leaving Raleigh that the narcotic inspector of the State and also another would be here at this meeting, probably today, and they will give the information desired.

SECRETARY BEARD: I wrote the Commissioner of Internal Revenue at Washington, asking him to have a man here, and also took the matter up with Mr. Bailey and he promised to have some man here to explain all these various taxes. Is there a representative from the Commissioner of Internal Revenue in the house this morning? (No response.)

MR. R. P. LYON: I would like to get a little information in regard to license for peddlers who are exempt from paying taxes by county commissioners of our county. I do not know whether there are many in different parts of the State who are afflicted like we<sup>e</sup> are. We have two or more peddlers who do an average business of five to twelve thousand dollars a year, and because they are suffering with a cork leg or minus one arm they are totally exempt from paying taxes. I want to find out whether the county commissioners have that authority.

I do not think any man should be allowed an exemption who has no experience with drugs, but who goes out and mingles with people and prescribes medicine without any training whatever.

MR. F. W. HANCOCK: Yes, that question has been brought up at several sessions of the General Assembly and I think Mr. G. K. Grantham will bear me out that the Act of the Schedule of Revenue Act of the General Assembly passed by the last Legislature, in fact passed by several of them, gives the county commissioners the right to grant license to any old Confederate soldier. I think you will find that in the Revenue Act.

MR. LYON: Neither one of these men are Confederate soldiers. They are young men, crippled by the loss of an arm or something like that.

MR. HANCOCK: I am not certain, but I think there were certain provisions made in that Act which gives the county commissioners a right to grant license to certain parties rather than those who are infirm or Confederate soldiers.

MR. LYON: I think we should take some steps to prevent that. If it is all over the State like it is in our county it will eventually amount to an enormous sum of money being lost by us. I move that we appoint a committee to investigate and see if we cannot take some action on it at the next Legislature. I think with the co-operation of the druggists it can be done.

SECRETARY BEARD: Don't you think it would be well to get the doctors to co-operate with us in getting rid of this thing?

MR. LYON: I think it would be a good idea.

SECRETARY BEARD: Don't you think it would be worth while to invite them to meet with a committee from our association?

MR. LYON: Yes, I think any co-operation you can get from them will be a great help.

MR. F. W. HANCOCK: Don't you think that matter should go through the Legislative Committee? The Act would have to be amended to repeal that portion of the Revenue Act. I am heartily in accord with Mr. Lyon in that matter. We had quite a lot of discussion in the General Assembly in regard to this wagon business, but the Finance Committee of the Legislature is so earnestly after revenue that they admit things that ought

not to be admitted. We will co-operate with you all we can and help you out. I will try to get a copy of the Revenue Act and read that section.

MR. LYON: They are not getting any revenue whatever from it. The county commissioners have exempted these men from paying any taxes whatever. I would like for it to be acted upon by a committee being appointed so we can get started. If this motion is tabled it will be a year before something can be done.

MR. C. P. GREYER: I move that it be referred to the Legislative Committee for action. There will be a great many recommendations to go to the Legislative Committee from the association this year and why not send them all together?

MR. LYON: I do not see where there would be any objection to appointing a committee to confer with the Legislative Committee. It is only a question of six men getting together and bringing the point out better than three and final action will be conferred on the Legislative Committee.

PRESIDENT WELFARE: All in favor of that motion make it known by saying "Aye"; opposed "No." The ayes have it and the motion is carried.

I place on that committee to act with the Legislative Committee, Mr. R. P. Lyon, Mr. E. L. Tarkenton, and Mr. H. T. Hicks.

MR. HICKS: I am living in Raleigh and I think it would be better to have someone outside.

PRESIDENT WELFARE: I substitute Mr. G. K. Grantham.

Mr. Rose, Vice-President, is requested to respond to the address of welcome on the part of the local druggists.

MR. I. W. ROSE: *Mr. President and Gentlemen:* I am very glad to be here. My train was a little late this morning. We hope to prove to these good people that we will enjoy everything and shall prove it before we leave by entering into the spirit of the occasion and joining in the work and play and make this the best and most profitable meeting as well as the most enjoyable we have ever had. I thank you.

PRESIDENT WELFARE: Is there any further business to come before the association?

MR. R. P. LYON: I don't want to do all the talking, being a new member, but we had a very embarrassing thing to happen in our county a month or so ago. I am speaking in regard to the Beef, Iron and Wine preparation. In a town five miles away from us about \$1,300 worth of this stuff was confiscated by the sheriff and it was published in the newspapers of the State. I think we should warn the druggists in this State about the sale of those things. It is hurting our profession a good deal. We should make some suggestion to these men as to how to handle those preparations and give them a warning. It would help us a whole lot. We do not want to be considered a second bar room. I assure you I do not, because the drug business is an honorable profession and should be conducted as such. I would like to hear some of the other gentlemen in regard to the sale of those preparations and how we should act on them.

MR. H. T. HICKS: As one of the members assisting the Legislative Committee before the Legislature last session, I heard a great deal about this matter Mr. Lyon has just talked about and I am of the opinion that the next Legislature will do something very drastic if we do not do it first. In other words, if we do not agree to formulate some workable plan for handling such things they are going to agree on a plan that is not workable for us to handle it.

MR. W. W. PARKER: I have thought along this line a great deal and I think it is high time that each and every druggist in the State should make up his mind that he is not going to sell Jamaica ginger and bay rum and other items when we know positively people want it for the alcoholic part in it. Just tell them it is against our law. If we do not think it is against our law, as Mr. Hicks says, the Legislature is going to make it law.

MR. WM: NIESTLIE: *Mr. President and Members of this Association:* It seems to me we are overlooking a great moral question. We say our competitor sells these things and we must do it likewise. We should do something to keep the Legislature from thinking the druggists are running a blind tiger. After thirty-odd years in the business I have sold out



and have become a clerk or business manager again. We do not sell Jamaica ginger. I won't sell Paw Paw. Two wrongs do not make a right. If you find your competitor running a blind tiger, shut him up. Be men now and stand up and discuss this matter. Don't stand back and say, "I am afraid they will think I am doing all the talking."

MR. F. W. HANCOCK: I don't intend to say anything on this subject now because the matter was brought out in the report of the Legislative Committee which will be read tomorrow. We presented that matter clearly and forcibly before the Legislative Committee of both houses. We agreed upon a bill which passed the house but was killed in the senate and in my report tomorrow I will bring out those points.

MR. C. A. RAYSOR: I move that this discussion be referred to a committee and let that committee report back to another meeting.

DELEGATE: I second the motion.

(Motion carried.)

PRESIDENT WELFARE: I appoint on that committee. Mr. C. L. Eubanks, Mr. P. A. Lee, and Mr. G. A. Matton.

PRESIDENT WELFARE: What is the pleasure of the members in regard to hearing the President's address?

MR. G. K. GRANTHAM: I move we have it now.

DELEGATE: I second the motion.

(Motion carried.)

Vice-President Pilkington takes the chair.

## PRESIDENT'S ADDRESS

PRESIDENT WELFARE: *Mr. President, Members of the North Carolina Pharmaceutical Association, Ladies and Gentlemen:*

It is with peculiar pleasure that I greet you at this our fortieth annual meeting, and present to you my official message.

Since we last met a year ago, many of our brave boys have died on the field of battle, just how many I do not know, a great many passed away during the awful epidemic of influenza, and all of us who still remain have worked harder and many more hours than in any year of our lives.

A year ago we were facing war time conditions, and today, although the great struggle is ended, many of those same conditions are before

us, but let us proudly remember that in our time the greatest, the grandest, the bravest army of the world has fought, not to enslave, but to free, not to destroy, but to save, not simply for itself, but for others, not for conquest, but for freedom, not only for us, but for every land and every race.

The past year has brought many changes, many problems, and much more work to us. For the days of this meeting, officers and members have responsibilities alike, all the powers, rights, and privileges of our character, and conferred by the laws of the organization, remain with this convention alone. Its life, its future, its worth, its work, its plans are with you gentlemen in convention assembled.

Today the greatest thing that is happening in pharmacy is the awakening of all pharmacists to the fact that they must become better trustees of the calling which prepares and dispenses the nation's medicine.

They should not forget that they have both the ability to make medicine and to get just remuneration for it. The getting together of the physician and the pharmacist is of the greatest necessity for the present and the future.

I desire, gentlemen of the association, to present my address in the form of definite recommendations, discussing each one briefly, and touching only on those which appear to me to be most vital at this time.

FEDERATION—There is now a movement on foot to organize all the national pharmaceutical associations of the United States into one federated organization by which it is hoped to accomplish much more good for the cause of pharmacy than is now the case. Most of you are familiar with the idea, and I will give simply a general outline.

By the proposed American Pharmaceutical Association is meant a single association of which all present national associations will become a part. Each separate national association with its own special line of activity, as for instance, the wholesaler, retailer, manufacturer will continue its work independently as a section of the Federated American Pharmaceutical Association. The N. A. R. D. will continue to hold its meetings and have its officers, and do its special work for the retailer. In all matters pertaining to legislation, education, publicity, it will act in conjunction with all the other associations and members of the Federated American Pharmaceutical Association in the latter's house of delegates. Therefore, this proposed federation can only help and can in no way hinder or detract from the activities and usefulness of the existing ten separate national pharmaceutical associations. The American Pharmaceutical Association will be organized along the lines of the American Medical Association, and the American Federation of Labor and thus we will be able to have one organization that will speak for pharmacy in its broadest sense. I would therefore recommend that

this association go on record as favoring a federation of all national pharmaceutical associations into one organization.

**SALARY**—Having watched the office of secretary-treasurer of this organization for the past two or three years, and knowing what has been going on, I feel, as I believe that every one of you will feel after studying over the work that has been done, that the salary should be raised. We have a live secretary-treasurer, one that cannot be duplicated anywhere in North Carolina. Since electing him to this office he has doubled its membership. We have a balance this year, after paying all bills, two or three times greater than in any previous year. There are few of us I believe that realize the work there is to this office, unless you study it for awhile; there is something to do practically every day in the whole year for a live secretary-treasurer such as we have. Therefore I earnestly recommend that the salary of the office be increased to \$400 per year.

**DUES**—To do anything worth while money must be expended, and from this time forth we must do things worth while and we will have to have the money to do those things with. I therefore, earnestly recommend that the dues to this association be increased to three dollars per annum.

**VENEREAL DISEASE CAMPAIGN**—I am thoroughly in accord with the National Government in its work against venereal disease and I believe this association should endorse the following three suggestions:

*First:* To discontinue the sale of all remedies or drugs for self medication, limiting the sale of such products as the druggist feels certain have specific merit.

*Second:* To sell no remedies for treatment of syphilis and if at all possible to report such cases to local health physicians of health boards.

*Third:* That local sanitariums be presided over by qualified government physicians allowing local qualified physicians to treat cases with regular scheduled visits and to have qualified druggists to fill the prescriptions for the druggist and the rates for the physician, allowing a fair margin of profit and thus eliminate the quack doctor or quack druggist.

**AMERICAN GOODS**—I am firmly of the belief that all druggists should specify American made synthetics when the market becomes open again to the German patents and I call especial attention to this because several State organizations have already passed resolutions to discontinue the use of foreign patents.

**LADIES' AUXILIARY**—I favor the formation of a women's auxiliary to this association, not only because of the adding of a certain tone and finishing touch which would be given to our annual meetings, but

because I believe that such an auxiliary could be of material aid to the organized druggists of North Carolina.

T. M. A.—I wish to thank the traveling men's auxiliary for the interest they show in the retail druggists of North Carolina. They are always here with us in large numbers looking out at all times for our pleasures. We are glad to have them with us again.

THE EDMOND'S BILL—Professional, manufacturing and educational interest have united in support of this measure to give pharmacy proper recognition in the military establishment. Although there has been strong opposition on the part of the Surgeon-General, his position seems to me to be arbitrary and foolish, and I urge that our continued support of this measure is nothing less than a duty. I recommend that our association re-affirm its endorsement of the Edmond's Bill, and instruct its officers to work energetically for its passage.

PRICE MAINTENANCE—Now is not the time to forget the Stephen's Price Maintenance and Legitimate Advertising Bill or to relax vigilance with our senators and representatives in Congress. A number of court decisions against the manufacturer over price maintenance of his own commodity will mean that unless relief is secured the drug business will be the most to suffer. I suggest that a price maintenance committee be appointed whose duty it shall be to work with the N. A. R. D. in keeping our members fully informed.

WOMEN IN PHARMACY—Although some of you will perhaps not agree with me, I fully believe that sooner or later women will take their places along side of men in the practice of pharmacy. Already the Northwest is alive to this question and fully 5 per cent of the registered pharmacists in the state of Iowa are women. The present shortage of drug clerks makes it necessary to consider carefully the matter of women entrants into pharmacy. The Philadelphia College of Pharmacy is making special efforts to secure women students and I am certain that if care is taken and judgment used in the selection of young women of the right disposition, reared under proper environments that they will prove a success as pharmacists.

JUNIOR PHARMACIST LAW—I believe that this association should go on record as favoring a Junior Pharmacist Law, similar to that in New York State, where graduates of schools of pharmacy are permitted to take their State Board examinations in all subjects except practical pharmacy at the close of the college, providing they are not less than eighteen years of age, and I recommend also that an effort be made to stimulate boys to begin the study of pharmacy at an early age. There should be an earnest effort to apprentice boys of sixteen and seventeen and we must strive to make the atmosphere of the drug store interesting and inviting.

**EARLIER CLOSING AND SUNDAY HOURS**—All over the country live and energetic members of our profession are joining the movement for better hours. There is no real necessity for thousands of druggists to slave away these unearthly long hours, and I believe, I know this to be one reason for the difficulty in securing competent help. Earlier closing of stores would be a veritable God-send to hundreds of exhausted pharmacists and would result in little loss to anybody. In the West a trial has proven that definite Sunday hours from ten to one and from six to eight has wrought a great change and that the public and the doctors have been amply served. I would urge that this association go on record as favoring a better schedule of working hours for druggists and that it be carefully considered by local associations.

**MEMBERSHIP**—Probably every one of my predecessors has wrestled with the problem of strengthening the association, by increasing the membership, and has started out with high hopes only to have his plans thwarted. There are many druggists in the State who are not members, but who should be, and would be if they could have the matter put to them at the right time and place. In my opinion the best way to handle the membership matter is in the political way and conduct a campaign. Let each county in the State be in charge of a captain or manager, selected from the county. Place in his hands a list of all the registered pharmacists to serve as a guide. Then at a suitable time during the year let these captains solicit by mail, or preferably in person, each registered pharmacist in his district. Those who fail to respond could be canvassed by a follow up system, through the secretary of the association. This method would cover the ground thoroughly and local pride would act as an incentive to a better representative membership. The plan would do away with much duplicate solicitation and would force slackers to either sign up or definitely decline to become members. As our very existence depends upon membership, I recommend that this plan with or without modification be given a thorough tryout.

**STATE SCHOLARSHIP**—I urge that this association establish a scholarship in pharmacy at the State University for the purpose of assisting worthy young men and women to complete the course in pharmacy.

**CONCLUSION**—It has been a pleasure to serve this association and to come into active and intimate touch with its members. I predict that this is going to be a most pleasant convention. Mingled with the business of the sessions, there will crowd into the lives of us all much of good fellowship and good-will. May we work together in harmony and co-operation, with justness and fairness, with tolerance and helpfulness, to the end that this shall be recorded as the most constructive and helpful convention in the history of the North Carolina Pharmaceutical Association. (Applause.)

CHAIRMAN PILKINGTON: You have heard the address. What will you do with it?

MR. C. B. MILLER: I move that the President's address be referred to the proper committee with such recommendations as the committee may see fit to make.

(Motion carried.)

CHAIRMAN PILKINGTON: I appoint on that committee, Messrs. G. K. Grantham, E. L. Tarkenton, C. B. Miller, and A. A. James.

(President Welfare takes the chair.)

PRESIDENT WELFARE: Any further business to come before the meeting?

SECRETARY BEARD: I suggest that a committee on prizes be appointed. We have several prizes to be given, and I make a motion that a committee be appointed for that purpose.

(Motion carried.)

PRESIDENT WELFARE: I appoint on that committee, Messrs. C. P. Greyer, C. B. Miller, and I. H. Rider.

Adjournment was taken at 1:30 p. m.

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## SECOND SESSION

Wednesday Morning.

The second session of the North Carolina Pharmaceutical Association was called to order at 10 o'clock Wednesday morning, June 25, 1919, with President Welfare in the chair.

PRESIDENT WELFARE: Gentlemen, will you please come forward and take front seats? All who intend going on the trip to Southport tomorrow will please register so that accommodation can be provided.

MR. C. A. RAYSOR: We would like to have a word of prayer from someone.

PRESIDENT WELFARE: Mr. Hancock will please lead us in prayer.

(Mr. F. W. Hancock offers a prayer.)

PRESIDENT WELFARE: We would like to hear the report of the Committee on the President's Address.

CHAIRMAN GRANTHAM:

The committee appointed on the president's address has carefully examined same and find it comprehensive and a splendid address, and found many good suggestions that should be adopted and we therefore make the following recommendations:

That we favor the consolidation of all National Pharmaceutical organizations into one working body and that this association go on record in the appropriate way.

That the salary of the secretary-treasurer be raised to \$400 per annum.

That preference be given at all times to chemicals of American manufacture.

That a woman's auxiliary would be beneficial to the North Carolina Pharmaceutical Association and we heartily favor the organization of the same.

That we recommend some plan to stimulate the increase in membership, such a plan to be worked out by the membership committee.

That we endorse the suggestion of obtaining a scholarship in University of North Carolina School of Pharmacy.

Respectfully submitted,

(Signed) G. K. GRANTHAM,

(Signed) C. B. MILLER,

(Signed) E. L. TARKENTON,

(Signed) A. A. JAMES.

It was decided to have the members vote separately on each of the recommendations made by the two committees, the one which examined the President's address and the other on the Secretary-Treasurer's report. The latter committee reported as follows:

The committee appointed to report on the financial report of the secretary-treasurer submits the following:

We have audited the books of the treasurer and find them neatly kept and correct. We recommend the adoption of his report.

We, the committee appointed to make a report on the general report of the secretary-treasurer of the North Carolina Pharmaceutical Association submit the following report. First we desire to thank the secretary for the thorough and instructive report. We consider it by far the best report of the kind we have ever heard. It represents a great amount of work of the kind peculiar to our secretary.

We recommend that the North Carolina Board of Pharmacy bear its proportional part of the expense in publishing the report of the secretary of that board.

In view of the fact that no action has ever been taken by the committee on adulterations we suggest that we abolish this committee.

Inasmuch as no delegates ever attend our neighboring associations, viz.: Maryland, Virginia, Tennessee, and South Carolina, we recommend that we discontinue appointing delegates to these associations.

We recommend the adoption of the portion of the report relative to the plan of securing new members, that is, by securing the services of some suitable person for a period of time during the summer, and we suggest that the Secretary be employed to do this work.

We are glad to report that steps have already been taken at this meeting to organize the ladies' auxiliary and it now seems a certainty.

We recommend that a committee be appointed to make necessary change in the by-laws and that the corrected by-laws together with the constitution be printed in the forthcoming proceedings.

We suggest that the Secretary of the Board of Pharmacy furnish necessary data relative to alphabetical list of registered druggists of the towns of the State dating from July, 1918, to July, 1919.

We think the monthly journal a fine suggestion, provided the association, together with the help of the secretary, by securing advertising, could finance the project.

We recommend that the executive committee meet at least once a year and think the fall meeting of the Board of Pharmacy an opportune time. In order to do this we think it necessary to elect a new committee residing in the locality of Raleigh.



We recommend the advisability of the secretary visiting the city that is to entertain the yearly meeting of the association at the proper time for conferring with the local secretary, the securing of data and making such arrangements necessary for the entertainment of the meeting.

We recommend that a committee be appointed at the beginning of each yearly meeting to select a speaker, also alternate, for this occasion, for the coming year, such committee to report before the adjournment of the session.

Finally we recommend that the dues of the association be increased from two to three dollars per year.

Respectfully submitted,

(Signed) G. A. MATTON,

(Signed) P. A. LEE,

(Signed) CLYDE EUBANKS.

MR. EUBANKS: We would like to hear some discussion of these recommendations.

It was decided to have the Secretary read each item in the two reports in order that the members might vote on the several recommendations.

The members voted to go on record as favoring the consolidation of all national pharmaceutical associations into one organization—the American Pharmaceutical Association.

The association voted to give preference at all times to chemicals of American manufacture.

It was unanimously agreed that the formation of a Woman's Auxiliary should be encouraged.

After considerable discussion it was decided to authorize the Secretary-Treasurer to spend as much of his vacation period as possible in visiting those towns in the State where the association strength is obviously weak. It was agreed by the members that a committee would be appointed in each town the Secretary visits to act in conjunction with him and provide accommodation during his visit.

At this point Mr. F. W. Hancock made mention of the splendid work done by the druggists of Winston-Salem in advertising the meeting and in helping to secure new members. Mr. E. W. O'Hanlon, of Winston-Salem, then remarked as follows: "The man who did the work spoken of by Mr. Hancock was Mr. Allison James, president of the Thompson Drug

Company. He says he wants the privilege of spending some money to see if he can wake up a few people in North Carolina. He is in the game to make a living and he stands on his own feet and takes the same stand in the community. He is not afraid to speak out in meeting. He doesn't call fellows around the corner and tell them the druggists are having a h— of a time. He is willing to tell anybody and I want to introduce Mr. James. I don't think he has ever been to a meeting before. Get up, boy!"

MR. A. A. JAMES: I came down here on the supposition that quantity would help as well as quality. I came to help out the quantity and to keep my mouth shut. In view of what the Legislature did last year, I feel that we should spend some money and not figure on saving a dollar here or there, but spend the dollars and get results instead of saving money and getting nothing. If we have a real organization we have got to spend some money and the only way we can get proper legislation is through organization and we druggists will now spend the money and help this thing along. I think we ought to let the wholesale druggists come in also. One wholesale druggist will spend more money than twelve retail druggists when it comes to getting anything through in Raleigh. Mr. Hancock in the Legislature last year saved the druggists thousands of dollars. I think all of us ought to back them up the next time, because we know we have friends(?) down there. Dr. Rankin has certainly "put the hooks" to us. It is the same with our Governor. He is a good man, but he certainly is not favorably disposed toward the druggists. If he had secured the passage of the 10 per cent bill he would have put us out of business.

MR. E. L. TARKENTON: As long as this subject has been brought up I would like to make a few suggestions in a paper I have here.

## ORGANIZATION AND PUBLICITY

By E. L. TARKENTON

We are here from all parts of the State for the sole purpose of doing things that haven't been done before. We are living in an age of new conditions and we have to adjust ourselves to the new order.

My views may be visionary, but each one has the privilege of speaking his thoughts, and if they take root and grow we will feel that we have done something, we have made suggestions. Due to conditions that are beyond the control of the druggists as to prices and false statements that are often times misleading to the public, I believe we should work out some plan by which we can inform the people of the State as to our position. I would like to see this association appoint a publicity committee, for the purpose of combating pernicious legislation and for the advancement of propaganda tending to elevate the ideals of the profession. I believe if the people were properly informed as to the many government reports and taxes we have to look after they would be more in sympathy with us.

Let's not talk about what we are going to do, but do it now. •We have got to organize and hire an efficient man to work out plans for the betterment of our profession in North Carolina. Let's set an example for other States and be leaders in our profession, and not trailers. Form local organizations throughout the State. Local organization can be of great benefit to the members, not only social benefits but in establishing prices and forming buying clubs so as to get best prices and discounts.

My friend pharmacists, we are not in business for fun now, we have got to live and let live. The trouble is we are trying to do individually what we should do collectively; this is where the North Carolina Pharmaceutical Association comes to our rescue if we will only lend her part of our time, money, and energy. You have got to drop the idea of selling preparations that are advertised nationally for 25 cents, 50 cents, \$1, that cost you \$2.50, \$4.50 and \$9.00 per dozen. A good many druggists have the idea that they have to sell at the printed price on the package and do business for fun, as some of the manufacturers expect you to do, or it looks that way to me. It costs you 25 per cent to do business and you are making money fast selling \$4.50 and \$9.00 preparations for 50 cents and \$1. Some of your customers will come in and tell you that you are profiteering if you advance your prices from the price on the package, but if the same person were in business he would not stay in twelve months, and after he got out he would be the best friend of the druggist in the community. The time has arrived not only to get some of the necessities of life, but to get few of the luxuries.

We don't want profiteering and get-rich-quick-schemes, but I do urge "value received" for our time, energy and labor. The druggist who gives on an average of sixteen hours a day to his business and still doesn't own his home, I consider a failure. He has given his time, energy, and life, in fact, to a business without results.

What is the trouble? Is it due to lack of energy, mismanagement, or economic conditions?

Let's find out the trouble and remedy it. The point I want to make is, grasp the opportunity; never has there been a time when business appears more promising. If we do not grasp the opportunity it is our fault. If your neighbor druggist will not co-operate with you it's partly your fault, and we are here to come to some understanding so you and your brother druggists will work in harmony.

"When you get to know your fellow druggists, know his every mood and whim,

You begin to find the texture of the splendid side of him;

You begin to understand him, and you cease to scoff and sneer,

For with understanding always prejudices disappear.

You begin to find his virtues and his faults you cease to tell,

For you seldom hate a fellow when you know him very well."

Individuals are being brought together for a better understanding, and if 800 druggists in North Carolina would pay to this association, say \$10 per year for the use of publicity and to help fight unjust laws that are often times set in motion by some of the law makers I believe we could have no worries but would be happy in our business. We would not have idiotic laws like keeping a record of 5, 10, 15, 20, 30 cent drinks served at our fountain, but pay a flat tax on our monthly soda sales.

I hope to see the day when every druggist in North Carolina will be a member of the North Carolina Pharmaceutical Association and work for it. God speed the day when every druggist in our State will get as enthusiastic over his annual pharmaceutical meetings as he is about his business or his religion. Then, and not until then, will the druggists have a say so in the political arena for the future of pharmacy.

#### THINGS THAT A MAN HIRED BY THE ASSOCIATION COULD DO

He could help organize the pharmacist in the State, and act as a bureau of information for the druggists.

He could spread propaganda throughout the State by using newspaper space and getting out a drug bulletin for the druggists to mail in his immediate section every three months.

He could get in touch with every drug clerk in the State and make them better salesmen.

He could work with the legislative committee in helping to fight unjust laws.

He could increase the membership of the association 100 per cent in two years' time.

He could keep the druggists informed as to new laws that are constantly being enacted.

He could help convert the dispensing physician from the folly of dispensing his own medicine.

What we need is a worker in the ranks, one that can organize and build. A man of science, of broad ideals, capable of leading.

Let's pay to our association ten or fifteen dollars a year and pay a man enough to justify him in giving his whole time to the betterment of our profession in North Carolina.

MR. C. D. BRADHAM: I heartily agree with what has been stated. That is a fine paper, but it is like most papers in that it does not go far enough. I want to say to you druggists that I spent, as some of you know, twenty years behind the counter. I got out from behind the counter because I couldn't make a living that would take care of my growing family. Some of you heard the statement that we live in a home but don't own it. That is true of the majority of druggists in North Carolina. I want to tell you that there is not a "dago" shoe repairing stand in North Carolina that does not get more for his work than any man who fills prescriptions in this house today. I had a pair of shoes half-soled and rubber heels put on—the work was done in thirty minutes—and the repairer charged \$2.65 for it. I don't get that much for filling prescriptions. I own two drug stores, so you see I am still in the drug business. The balance of my business is propaganda like my friend Hicks and everybody else, but I give value received. I took my automobile the other day to a shop and asked the young man who was in charge if he would not please stop a rattle in it. He listened to the machine and in a few minutes said the trouble is right in here, and in a short time it was fixed. I asked for the bill and he said \$1.00 I went to my store and said, "Lane, I am paying you \$25 or \$35 a week and you get 10 cents for twenty-five or fifty calomel tablets." I said, "You do not price your labor, and in the future when you price a prescription make a charge of \$2.50 an hour for your labor and let us try that for a little while." If you appoint a committee in every county in the State to get members for the North Carolina Pharmaceutical Association, you will stop right there. You need business management. You need a man

for your President who can give his whole time to his work or a Secretary who can give his whole time. You have a good Secretary now, but you need a manager who can give his whole time and organize every county and every district, if you want to call it that. I am heartily in favor of this movement.

MR. C. A. RAYSOR: I think Brother Bradham's talk was fine, but I don't believe the time has come to have a business manager. Brother Beard, our Secretary, has almost consented to work about a month or two during the summer and I think that is the best plan suggested.

PRESIDENT WELFARE: Dr. Henry Kraemer has arrived and we will take a five-minute recess in order to become acquainted.  
(Five-minute recess taken.)

MR. P. A. LEE: I wish to hand in the following applications to the association:

(Twenty-three applications for membership were read and duly passed.)

MR. J. A. GOODE: I make a motion that Mr. J. H. Claverie, from Louisiana, now an associate member, but who has just received license by reciprocity, be elected to full membership.  
(Motion passed.)

PRESIDENT WELFARE: The Secretary will read the next recommendation of the Committee on the President's Address.

SECRETARY BEARD: That the salary of the Secretary be raised to \$400 per annum.

MR. F. W. HANCOCK: I make a motion that that recommendation be adopted. I know the efficient work the Secretary has done since he has occupied this position and I move that the recommendation be accepted by a rising vote.

(Motion carried.)

SECRETARY BEARD: The next recommendation is that we indorse the suggestion of the President in providing a scholarship in the University of North Carolina School of Pharmacy at a cost of \$60 a year.

(Motion carried with the understanding that it would be left to the Executive Committee to decide how the scholarship would be awarded.)

SECRETARY BEARD: Shall we take up the report of the Committee on the Secretary's Report?

(It was so ordered.)

The members voted to abolish the office of the Committee on Adulterations.

It was decided also to discontinue appointing delegates to neighboring associations.

It was voted that the Board of Pharmacy should bear its proportionate share of the expense of publishing the Proceedings.

The members voted to empower the Executive Committee with authority to confer with the Secretary as to the advisability and practicability of issuing a monthly journal and take such final action as seemed best.

It was decided that a committee should be appointed by the President to revise the Constitution and By-Laws.

The Secretary was officially given the authority of securing a speaker for each annual meeting.

After a protracted general discussion the following change was made in the By-laws by a three-fourths vote of those present:

That Article III, Section 5 of the By-laws be amended as follows:

"Every member owning stock in a drug business shall pay in advance into the hands of the Secretary-Treasurer the sum of five dollars as his yearly contribution; every member not financially interested in a drug business shall pay three dollars annually in advance."

The members also voted to raise the fee for Life Memberships from twenty-five to fifty dollars a year. But this involves a change in Article IV of the Constitution, and such a change can only be made after a proposition to amend the Constitution has been submitted in writing at an annual meeting, allowed to lie on the table for one year, and passed by a three-fourths vote of the members present at the next succeeding annual meeting.

Mr. C. D. Bradham submitted in writing the following proposition:

"Any member who shall pay the Secretary-Treasurer the sum of fifty dollars at one time shall become a Life Member and shall be exempt from all future annual dues."

As stated above, this proposition was voted upon and passed, but it cannot be considered as official because of its unconstitutionality. The matter will be disposed of in 1920.

Mr. W. W. Horne submitted the following in writing:

That Article III of the Constitution be amended to read as follows:

"This association shall have the following officers: A President, a Vice-President, a Secretary-Treasurer, also an Executive Committee, consisting of five members, of which the Secretary-Treasurer shall be one *ex-officio*, all of whom shall be elected annually, by ballot, and shall hold office until an election of successors."

It is observed that this amendment would abolish the offices of second and third vice-presidents, and would recognize the Secretary and Treasurer as one officer.

Mr. E. L. Tarkenton presented this proposition in writing, with the understanding that it should lay on the table until the next meeting:

"No member can become Vice-President who has not been a member of this association for four years, attended the previous four annual meetings, and who has not presented a paper of not less than forty nor more than three hundred words."

Mr. A. A. James submitted the following in writing, with the understanding that it would be acted upon at the 1920 meeting:

"This association will permit associate membership in its organization of wholesale druggists and manufacturers of products handled by druggists. The fees of such membership shall be ten dollars per annum."

PRESIDENT WELFARE: I will ask Chairman E. L. Tarkenton to present his program of Papers and Queries.

CHAIRMAN TARKENTON: The first paper to be presented is one by Mr. E. E. Missildine, of Tryon.



## DRUG STORE NEATNESS

E. E. MISSILDINE

When we speak of "Drug Store Neatness" we are not referring to the show windows, soda fountain, and the parts of the store which are fully discussed in some way or other in nearly every monthly drug journal that is published.

We would take you farther back in the store, to that department which is very important and which, in our opinion, is being greatly neglected as to its neatness and cleanliness. We refer to the prescription room—the place where so many of us, who have been in the drug business for twenty-five years or more, learned to wash bottles, fill them with castor oil, turpentine, etc., and do that menial labor, which at that time, was considered essential to the learning of the drug business.

Today the young man who wishes to learn the drug business is usually placed at the fountain and is seldom taught the necessity of neatness and cleanliness in the prescription department. So frequently now we see the stock labels, such as castor oil, turpentine, epsom salt, etc., not neatly placed upon a bottle, or package, this work being done by the porter or inexperienced help.

While it is true that we do not care to have our prescription rooms open to the general public, at the same time, for our own individual benefit and the impression we make upon physicians and that of our employees, should we not see that the bottles are neatly arranged, the sink and floor kept clean, with plenty of small clean cloths near by at all times?

There is no doubt that because of the high cost of paper and for war reasons we have become accustomed to allow packages to go out of our establishments without being properly wrapped or tied with twine or tape, yet, while this was essential at one time, owing to government regulations and the necessity of saving, this economy is not necessary at the present time. Notwithstanding the fact that the cost of paper is still high, we are of the opinion, that the difference in appearance and the neatness in the package will off-set the extra cost.

We would ask, does not a poorly written label, or a package not properly wrapped, leave a bad impression and take away some of the dignity of our profession to which we are entitled? As we expect the physician to enter the sick room neat in appearance so should we send our representative neatly dressed.

We are not only commercial men, but professional men as well, and it seems that we should exert every effort to keep this fact constantly before the public that we may maintain the position to which we are entitled.

At the present time no drug store is complete, in our way of thinking, unless it has a typewriter with which to write labels that they may be

neat and easily read; a separate slate, or tablet, near the telephone, for each physician, making a memorandum, not only of the call but also of the hour received, that he may ascertain if another physician has been called in the interim, thus avoiding criticism on his part.

We would offer one more suggestion and that is—CO-OPERATION—to obtain not only neatness but the best of results; call all of your clerks together, not less than once a month, and ask them for suggestions as to how conditions can be improved in your store. If you have not tried this plan, try it out, and we will guarantee you will be surprised at the good suggestions offered not only by the clerks but even by the porter. Our own experience has taught us that our employees are as anxious for us to have a clean, neat business as we ourselves and by co-operation are bringing about the best of results, establishing more interest, a kindlier spirit and a greater influence in the eye of the public for which we are working.

As we love pharmacy, and the general drug business, we should ever remember that our clerks are the future of pharmacy and should use every effort to remind them that neatness is the fundamental factor of the true druggist.

North Carolina is your speaker's State by adoption only, yet we have every reason to be proud of it and its laws; for instance, it demands that every hotel and kitchen in the State shall be kept up to certain standards or regulations, demanding cleanliness as the prime factor. Let us druggists adopt this feature in our prescription department without it being necessary to enact a State law to this effect, thus assuring the very best assistance to the physician and patient for whom our business principally exists.

CHAIRMAN TARKENTON: I will ask Mr. Miller to start off the discussion on this paper.

MR. C. B. MILLER: I think the most valuable suggestion in that paper was the idea of consultation between proprietor and clerk. All organizations that are successful have these monthly around-the-table talks, as you might call them, bringing up every phase of the business in which they are interested. Weak points in the business are brought out in these discussions and the proper remedy is applied. So that no successful business can be carried on with any degree of success without these monthly or quarterly consultation meetings. I most heartily recommend to this association and to business men that they adopt this plan of monthly or quarterly consultations. You will find that your clerks will give you pointers that will be a

material benefit to you. At the proper time and in the proper spirit you can admonish your clerk along the line of his weak point. There are other valuable suggestions brought out in this paper, but that strikes me as the most forcible one.

CHAIRMAN TARKENTON: If there is no further discussion of that paper, I will ask Mr. W. W. Parker to read his paper.

## HOW TO MAKE A DRUG STORE PAY BETTER

W. W. PARKER

Push good toilet goods; especially that kind which is sold most exclusively in drug stores.

Buy with other druggist, and get a lower price, and sell as low as department stores or less.

Change displays often; run special prices on items that will bring new customers into your store.

Do not buy an item just because some other successful firm has; be careful about new preparations of new firms who have not yet or perhaps never will be rated well.

Be sure to keep a definite copy of the amount of advertising discount and terms when buying a remedy.

Compare values offered by school tablet manufacturers. The children in school always do, and look to the store giving best value. Popularity with them brings other trade.

Toy balloons make a hit with the children. Put them on sale occasionally and let them blow for you.

Carry good side lines; pocket knives, razors, straps and various sundries in toilets, especially hair preparations.

Pay clerks a commission on certain items; this induces suggestive salesmanship, and stress courtesy above all. Test your clerks for honesty. You may get surprising results.

Have your store on a corner. If possible own your building. If you cannot own your location, buy other real estate. People will think more of you and think you more of a fixture if you own property.

Don't buy "Auto Photo" Machine for \$194 just because Haywood & Boone or C. A. Raysor have. Be your own judge, buying for your individual section.

Do not buy Thatcher Medicine in quantities of about \$188 and get fooled in the way and amount they will advertise you.

CHAIRMAN TARKENTON: Is Mr. Beddingfield in the hall?

MR. A. E. BEDDINGFIELD: I am going to make my remarks brief. I am here from the Collector's office. I just want to

emphasize to you, gentlemen, the necessity for co-operation between the druggists and collectors. Now, I have heard since I have been here of some discourtesy that has been shown to some of the druggists from the Collector's office. I want to assure you that anything like that is absolutely foreign to the Collector or his auditors and men in his office, and any complaint made to him will receive immediate personal attention. There are several of the federal laws that some of the druggists feel are hardships on them. The narcotic law is so similar to the one that has been in force several years that I assume most of the druggists understand it. There are propositions, however, that come up in the course of business and you can't tell what to do from reading a law book. Here are a few questions presented:

What provision has been made for physicians to get their emergency case supplies from retailer without the latter incurring liability as wholesaler?

Many towns are miles from wholesale druggists. It is absolutely necessary in some cases for accommodation sales to be made. How can retailer meet such emergency without becoming liable as a wholesaler? If one retail dealer can make such a sale to another retail dealer from an original package, what labels are necessary?

I realize in many cases it will work hardship upon retail druggists to get in touch with a wholesale house in sufficient time to secure the narcotic he needs, but until the regulations are issued, we cannot tell you any other way. Here is a letter from the Commissioner that practically covers both of those questions:

"You are advised that a person registering only as a retail dealer may dispense narcotic drugs and preparations not specifically exempt from the original stamped package only, and that such dispensing must be made under and in pursuance of a written prescription issued, by a physician, dentist or veterinary surgeon registered under this act. An official order form may not be used to dispense narcotic products from the original stamped package. An original stamped tube or other container of such narcotic drugs and preparations may be dispensed only in pursuance of an official order form properly executed. Narcotic products may not be dispensed in the original stamped tube or other

container on prescription; however, the contents of one or more original stamped containers may be dispensed on a prescription if removed from such containers and placed in other containers which bear the prescription label, provided in accordance with Section 1 of the amended Act. Therefore, if one druggist desires to make an accommodation sale of narcotic products not specifically exempted to another druggist, the druggist who dispenses the same must be registered under the amended act as a wholesale dealer inasmuch as such sale must be made in pursuance of an official order form which may be filled only by dispensing original stamped packages. The druggist to whom such narcotics are sold would be privileged to use such official order form if registered in either of the five classes outlined in M-Mim. 2100, dated April 14, 1919. Narcotic drugs or preparations left with patient by a physician are not required to be labeled, but physician dispensing the same must keep a record of such dispensing which must show the date upon which dispensed, the quantity of narcotic drug used and the name and address of the patient.

It also prohibits the retail dealer from making accommodation sales to other retail dealers. It forces them, as I see it there, to buy from the wholesaler.

Here is another question: A retail dealer has an exempt preparation put up under his own label by a manufacturer registered under the Act. Is such dealer liable for tax as a manufacturer? Under the present law there is no manufacturer's tax on proprietary medicines.

Here is another question: Some manufacturers stamp the outside of a package containing five tubes of hypodermic tablets; others stamp each tube. Please define an original package in this case. I would think where a druggist breaks a package containing five tubes and dispenses each tube to the retail trade, each tube would be an original package and should be stamped as such. In case of a sale to a physician where he uses it in his practice five tubes would be an original package. As to stamping proprietary medicine, of course, you all know what the law is—1 cent on each 25 cents or fraction thereof. You will notice since the law has been in effect that a great many druggists seem to forget to cancel the stamp. That is very important. I have noticed a few packages where they wrapped up the package forgetting to stamp the articles and then stamping the outside, which is absolutely improper, because

when it is unwrapped it does not show the stamp. My suggestion is to stamp the medicine when it comes in and then you have always got your proprietary medicine stamped and there is no trouble.

MR. C. A. RAYSOR: When is cancellation sufficient?

MR. BEDDINGFIELD: Initials and date of cancellation may be the date it comes in the store or date of sale. It doesn't make any material difference as to that.

There is no provision for stamping soap.

MR. C. D. BRADHAM: Does your department regulate price?

MR. BEDDINGFIELD: No, sir; but you cannot raise the price of the medicine and blame the tax for the raise. The law says all preparations that are manufactured under a private formula shall be stamped.

MR. RAYSOR: How about foods and beef juice?

MR. BEDDINGFIELD: They are foods and it is not the purpose of the law to tax foods.

DELEGATE: Can a doctor come in the store and write a prescription for a dozen morphine tablets under some name for his own personal use?

MR. BEDDINGFIELD: If you know he is doing that it would not be wise to fill the prescription.

You will find a good many proprietary medicines are marked below what they sold for before the tax was put on. You can always show a reason for an increase in price, but that reason must be some other than the tax. The Collector's office is not after getting any druggist in trouble. We want to help you all possible and we realize that because of the newness of this law there are a lot of mistakes made. Where a mistake is honestly made nobody is going to get in trouble.

DELEGATE: How about filling a prescription for a proprietary preparation; would not that have to be a stamped bottle?

MR. BEDDINGFIELD: No, sir; I think I advised Mr. Hicks that the Commissioner ruled where Capudine is dispensed from a fountain it need not be stamped. No tax attaches to anything dispensed on a prescription.

MR. G. K. GRANTHAM: I don't think there is any blank made for fountain drinks.

MR. BEDDINGFIELD: No, sir; and until they are furnished nobody will be penalized for not having used them.

MR. GRANTHAM: They will get out some blanks?

MR. BEDDINGFIELD: Yes; the time has been extended until the blanks have been issued and each monthly report made on separate blank.

MR. GRANTHAM: Do you have to report the number of five cent drinks and ten and fifteen cent drinks separately on each date?

MR. BEDDINGFIELD: Yes; the Commissioner says you must keep a separate account of tax collected upon each class of drink from 10 cents to 20 cents, etc., and a record made each day.

If there is any trouble in your store that the Collector's office can correct, we will be glad to do it. Let us know personally any complaint you have got against any of the agents or clerks or deputy collectors and we will look into it personally, because the Collector has all the sympathy in the world for the taxpayer.

MR. WM. NIESTLIE: I believe this is the first time in the history of our association that we have had the pleasure of having a revenue officer to come and try to explain to us the language of the law. I think every member appreciates the fact that there is difficulty in the revenue office as well as in our business, and I hope the Collector who has been with us today will feel that we will try to co-operate with him as far as possible and assist him in every way. I believe each druggist will help him and I hope you men will rise and stand to show your appreciation of the explanation made by Mr. Beddingfield showing he was trying to do the best he could to help us out.

(Everyone stands.)

CHAIRMAN TARKENTON: We will now have a paper by Mr. J. G. Beard.

#### THE FUTURE FORM OF DRUG STORE INSPECTION

By J. G. BEARD

This paper is offered with the hope that the members of the Board of Pharmacy will properly interpret its spirit, will believe that its message was formulated from a desire to offer some constructive

criticism. By way of preface also let me take this occasion to commend the Board for the splendid work it has done in the past, and gives promise of doing in the future.

It will be admitted without argument, I believe, that there is not a sufficiently rigid and comprehensive inspection of drug stores in this State by the legally constituted authority of investigation—the North Carolina Board of Pharmacy. Nor is it to be doubted by any one cognizant of the facts that the inspector is to a certain degree powerless to exercise a closer surveillance for the reason that not sufficient funds are available to his office for the purpose. With the pitiful sum heretofore allowed, the wonder is that the situation could have been controlled at all. Those who would condemn the system too severely should remember first, that ours is a very large State and its drug stores for the greater part are difficult to reach in a short time or at small expense form a central point; second, that druggists are themselves very loath to report a store which is running illegally; third, it would take more money than is available to reach every drug store in North Carolina once a year, much less oftener; fourth, the amount of money the Board can spend for inspection is limited by the revenue received from annual renewal and application fees, less the salary and expenses of the secretary-treasurer and the per diem salary and expenses of the examiners when they are in session. We must recognize these facts before going further. But granting them we are still left with the issue that we do not have as frequent inspection as most of us will admit is essential.

Inspection of the right sort is not to be understood as policing the drug stores in the hope of rounding up a large number of statute offenders; its function is not so degraded. A happy system of inspection is one that is educative, constructive, helpful; it is only the evil policy that would claim its greatest effectiveness when apprehending violators of the laws. I do not speak from knowledge of them all but I have the feeling that not a State in the Union has a plan of inspection that makes the inspectors cordially received by even the most honest of the store owners. Whether we sort of dread them as a nuisance at best, or from an instinctive fear that we will be found guilty of a little, unknown technicality, or whether the inspectors act too much like plain cops, I cannot say. The fact is that we do not welcome them as we might if they had something to offer us besides a chance to pay a fine if we have not kept up to law. Follow me for a moment in an ideal I hold; a flight of foolish fancy if you name it such after hearing me.

You are a perfectly human druggist who makes mistakes. Difficulties often confront you, problems which seem to have no solution frequently arise. You have dropped into a rut and cannot see your business from the right perspective. Perhaps you want to institute a new policy without being certain of the best plan for perfecting it; you may wonder if



your attitude towards clerks and customers is the one best suited to securing the greatest degree of co-operation on the one hand and the greatest number of return calls in the other; you question yourself perhaps as to the wisdom of pushing harder or dropping a given side line; you puzzle over the proper interpretation of an excise tax or Harrison Narcotic law ruling; you want to take a much-needed vacation but do not know where to turn for a good relief man. You hold conference with yourself as to the desirability of starting a strictly cash plan, but wonder how it has worked in practice in another's store. You are short of help and must have another man, or you contemplate dismissing an incompetent clerk but fear to do so because a successor for him is not known to you. All of these and countless more perplexities are your never ending portion as a druggist. But suppose an Al inspector, one experienced as a druggist and a man to trust came in to see you once every sixty or ninety days; an inspector, not a policeman, whose primary duty it would be to keep posted by observation and questioning coupled with keen analytical ability on ways and means of running a modern drug store to the greatest proved advantage. Suppose he knew, as he naturally would from visiting, just how the cash plan is being successfully managed by the White Drug Store, at Charlotte, and would explain the method carefully to you who wanted to know. Suppose he could show you a system of bookkeeping carried on by X at Asheville that combined accuracy, quickness, and economy—an improvement over your plan. Suppose he could explain in a moment some point of tax ruling because he had gone to Washington and had Treasury officials explain it all to him, a ruling whose interpretation had worried you. Suppose he could drop you a hint to lay in a supply of a given chemical in anticipation of a market increase, which information could conceivably come to him if he had an inside friend in New York to keep him posted. Suppose from his continual traveling over the State he knew and would tell you where you could get a good clerk or a competent relief man, would not these and other qualities make such an inspector a valuable man to you in your business? If this same inspector came to your town and while visiting all the stores found one running without a registered man in charge, or in some fashion operating contrary to law, the matter would be corrected without the necessity of one local druggist having to expose another. As a matter of fact, with such an assured system of frequent inspection, the practice of conducting stores contrary to law, happily a never frequent occurrence, would cease altogether. Another advantage of such a plan: It would soon be learned outside of pharmacy that the druggists were maintaining a splendid system of internal control. The State Board of Health, for example, would not feel inclined to step in and exercise police power over the sale of certain pharmaceutical products. (Those

who have followed suggested legislation will appreciate the significance of this last.) The right sort of inspector, a man of intelligence, tact, and a worker could play a very important part in improving the drug business in North Carolina.

A logical question presents itself here. What about funds to pay such a man's salary and expenses? The Board of Pharmacy has an annual income of approximately \$3,000. Doubtless it would furnish \$1,000 towards this fund since it spends about that much as it is for inspection. The association could raise its dues to three dollars and contribute \$500. Both sources would donate \$1,500. The remainder should come from the State, and it is concerning the matter of legislative appropriation that this paper is mainly concerned.

The regulation of the sources of medicine is a matter of public concern, of public health. Because of this the taxpayers of the State should contribute towards a proper regulation and examination of the drugs they buy and use. Whether the drug stores are manned by competent prescriptionists and are careful of the nature and purity of their supplies is a question that vitally affects each of us, layman and druggist. Because of this fact it is as much a duty of our legislature to appropriate an adequate annual allowance for inspection as it is to give the State Board of Health its regular appropriation, since after all the two boards—medicine and pharmacy—were both created that the public health might be the better protected. I do not for a moment doubt that it would refuse a request of this sort if the facts were presented in the proper manner and the matter pushed by those legislators who are druggists in civil life. The fact that a previous legislature would not agree to set aside a certain sum each year to assist the Board of Pharmacy in its work argues nothing. Former legislatures refused to pass a law making a certain degree of technical education compulsory for candidates seeking license to practice pharmacy. A later one did, as we all know. Besides, conditions are greatly different now. Druggists in North Carolina are better organized than ever before. I venture the prophesy that when the legislature meets in 1921 we will be so much more unified, our association will be so much more representative that any reasonable request, such as the one in question, will be granted by the general assembly without much debate.

How much money would we need for the ideal system of inspection? Let us recognize that a plan, such as enumerated above, would fail or succeed according as we had a poor or good man as inspector. One of the highest type, and we want no other kind, should be well paid—paid enough to attract, not a policeman, but an intelligent, tactful, well educated hustler. I should say the salary should not be less than \$2,500 a year and road expenses. For this sum we could secure a worth-while man. The road expenses of the inspector would have to be guessed at

until they were demonstrated. Off hand I should say \$3,000. The total cost, using such figures would be \$5,500. If the board furnished \$1,000 from its income and the association \$500, it would be left for the State to appropriate \$4,000. Do these sums look impossible to secure? Only if they are viewed with a vision of a decade ago. Suppose we see what other States are doing, keeping in mind, however, that if we thought it necessary and wise we could blaze a new trail and be ourselves leaders rather than mere imitators.

I wrote every board secretary in the United States to ascertain what States receive legislative appropriations. I received answers from all save those of Arizona, Colorado, Indiana, Maryland, Nevada, North Dakota, and Wyoming, i.e., I got reports on forty-two States. From the data secured I find that fifteen boards get State aid in carrying on their work. These States together with their appropriations follow:

Georgia, \$3,000 and inspector's expenses.

Iowa, \$400.

Massachusetts, \$10,000.

Michigan, \$7,500.

Missouri, \$10,000.

New Hampshire, \$1,500.

New York, \$35,000.

Ohio, \$10,000.

Vermont, \$500.

Virginia, \$5,000.

Washington, \$5,600.

West Virginia, \$2,100.

The Idaho and Illinois board work under the direction of central departments of education which allot them necessary appropriations.

The following States have whole time inspectors:

California, six to eight, at a salary of \$1,800.

Connecticut, one; \$5 day and expenses.

Georgia, one; \$3,000 and expenses.

Kentucky, one; \$1,200 and expenses.

Massachusetts, one; \$1,750 and expenses.

Michigan, one; \$1,500 and expenses.

New York, five; \$1,700 and expenses.

Ohio, one; \$1,200 and expenses.

Virginia, one; \$2,500 and expenses.

Most States report partial inspection on somewhat the same plan followed in North Carolina.

Sickness up to two days previous to the meeting prevented me from completing this paper; kept me from developing several points I had hoped to bring out.

CHAIRMAN TARKENTON: Mr. H. T. Hicks will start off the discussion.

MR. HICKS: I want to say that paper I consider the best paper that has been read before this association in the last five years and I have written some myself in that time. That part is especially good about having an inspector or adviser under the control of the association, paid by ourselves, to visit the druggist and advise with him and show him where he violates the law and where he ought to change. I hope we will go as far as we can ourselves in this and only until then shall we approach the State for assistance. We want to keep the control of this thing in our hands.

CHAIRMAN TARKENTON: I have a good many more papers, but the crowd is so small it might be well to postpone the reading to another session. If you wish to keep the reading up I am here to do it.

(On motion the meeting adjourned until 8:30 p. m.)

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## THIRD SESSION

Auditorium, Harbor Island,  
8:30 p. m.

PRESIDENT WELFARE: The association feels very honored in hearing the distinguished speaker of this evening. I will ask Secretary Beard to introduce him.

SECRETARY BEARD: *Mr. President, Members of the Association, Ladies and Gentlemen:*

Haven't you oftentimes as a boy or even as a man wished you embodied the qualities of some particular person who seemed pre-eminent in your own field of work? Perhaps you wished you possessed his genius for material success, or his intellectuality, or his vision, or else envied him his quality of leadership. In a sort of a day dream, or as an air-castle builder, you pictured yourself as typifying the traits of this ideal and were happy in the illusion. There came into my life ten years ago, when I first began teaching, the inspiration of a man whom until today I had never met. This man possessed as a teacher and a scholar the qualities that I would have liked to imitate until they became innate as a part of my nature. I followed his career with eagerness; I read his books and articles with an ever increasing zeal; I investigated his work that I might find methods to copy for my own improvement as a teacher. Passing years gave me no reason to doubt my faith in his ability, nor did they dim the lustre of my earlier impressions. Rather has time stimulated my admiration. The man who furnished me this inspiration is a teacher in the School of Pharmacy at the University of Michigan. He went to Ann Arbor in 1917 to fill the chair made vacant by the death of Prof. J. O. Schlötterbeck. Previous to that year he had been professor in the Philadelphia College of Pharmacy. During his affiliation with the latter college he was the able editor of the American Journal of Pharmacy. The years of his man have been filled with hard work and successful accomplishment. An author of world-wide fame, an acknowledged authority in the realm of pharmacognosy, a teacher of the type called inspirational, a scholar of broad vision, a scientist who has not lost the human touch, a successful man viewed by any standard, he is withal as modest, as unassuming, as unaffected and as unspoiled as I could wish him to be. It is my very happy privilege to present to this association Dr. Henry Kraemer, officially of the University of Michigan, but belonging to druggists of everywhere.

MR. KRAEMER:

## PHARMACY AND HUMAN WELFARE

By HENRY KRAEMER

I am very happy to meet so many of the pharmacists of the State of North Carolina, assembled in the annual convention. Your State, because of its natural resources, has always been of very great interest. Your flora and fauna contains representatives common to both the sub-tropical and temperate regions and for a time North Carolina was the only State in the Union in which gold and silver were obtained. In supplying us with native vegetable drugs you have practically controlled, with a few exceptions, our supplies in the United States. But you have done more in enacting a pre-requisite law regulating the practice of Pharmacy. You have, with considerable foresight, assumed leadership in the regulation of Pharmacy and its practice.

This is a day when we must make decisions and we must determine to do our own thinking, but with ever a thought of our fellows. The motto of David Gray, the business man and politician, is one all of us should observe: "Fair play and half the road." When a man practices this, he can enter into co-operation with his fellows in association work. "Organization at its wisest can only help, it cannot create good work; it cannot inspire earnest people to make them come forth to give up their strength and time to the work and this spirit must already exist, then plans may be entered into to give this spirit free play."

One of the greatest difficulties in organization work is that the members are often unanimous when they should be deliberative. No great change should be enacted without due discussion. What we need is unanimity in purpose and principle and it must be possible to disagree with our fellows and yet retain their respect and friendship. The obstructionist is no worse than the fellow who would use a steam roller to put his prejudices into practice. Every man in an organization ought to try to develop a scientific mind, that is, the ability to resolve a situation or problem and treat it fairly. I have always been impressed with the letter of Pasteur to Gibier, when he was engaged in a study of definite prophylaxis against yellow fever. And, by the way, a copy of the original letter you will find in the American Museum of Natural History in New York. "Be careful of one thing," Pasteur said, "especially, haste in drawing conclusions. Be a vigilant and stubborn opponent of yourself." I might also add to this the words of Kipling in that famous poem in which he said "Fortunate is the man who can think and not let thoughts be his master." I have seen, on too many occasions, when there should have been no diversion, when some one, in order to be smart, has up-set the proceedings and put back real progress. On

the other hand, we should not allow ourselves to be misled and if possible, so control every situation that we are sure that we are advancing. I am very much impressed with your deliberations, with the diversity of interests that are represented here and with your splendid program of original and helpful papers, which are calculated to advance pharmacy.

You will recall that in the development of the world, there was the glacial or inactive period and so in the development of man there have been long periods in which human efforts were congealed and no new inspiration came into being, as the sixteen centuries following Dioscorides. We are living in a world which is active, full of life and growth and everything including our ideals, our relationship to our fellows, our institutions and even our governments are changing. The greatest curse to any men is to stop at the miasmatic swamps where there is stagnation of thought and no ideals or visions to cause one to press forward. I am sure that none of you will feel like the nerveless Hamlet who moaned: "The time is out of joint; oh cursed spite, that ever I was born to set it right!" Every youth with red blood in his arteries responds to the militant spirit of Rupert Brooke who cried out as he sailed for Gallipoli: "Now God be thanked who hath matched us with this hour!"

It may interest you to know that before writing anything on the subject of this address I sent a man to our library to find out what he could on "Human Welfare." I felt that I ought to know something of the underlying ethical principles and philosophical discussions bearing upon this conception. He reported that there were no discussions on the subject, so I feel myself exceedingly fortunate in not having anything to becloud the subject as I had it in mind. By human welfare I understand that which is in the interest of humanity. It includes any work in which a man puts something of himself apart from the consideration of the wage he is to receive. The mother in her relations to her children stands probably as the best expression of this ideal. The professional man has many opportunities to contribute to human welfare. The business man, when he is classed among the men of affairs, becomes a philanthropist of the most potent type. At heart every man as he passed through life should do something for his fellows.

Now, the corner drugstore has been the nursery of great men. In fact the science that sprang from the alchemy of old came out of the drug store in the last century. No less a leader than General Leonard Wood spent his evenings while at the Medical School at Harvard in the drug store of E. L. Patch. Dr. Simon Flexner, acknowledged as the foremost pathologist in America, received his early training in a drug store in Louisville, Kentucky. J. N. Hurty, secretary of the Indiana Board of Health and largely responsible for the progress of State

Health measures in the United States, was the owner of a drug store in Indianapolis, Indiana. Simon Newcomb, one of the great mathematicians of America, told me on one occasion, with apparently some enjoyment, of the days when he was a drug store apprentice and washed bottles and windows as you and I have done. The number of men who have worked in drug stores and have become famous in other pursuits is quite numerous. There was O. Henry, the novelist; T. C. Platt, the politician; C. S. McClung, the zoologist, and so on. I like to think of Sir Humphrey Davy not merely as a great chemist but when as an apothecary's apprentice he performed his first experiments with the crude instruments which he made from pots and pans of the kitchen. His ideals as expressed in his notebook at the age of twenty, are eminently characteristic of many a clerk. He wrote: "I have neither riches nor power nor birth to recommend me; yet if I live I trust I shall not be of less service to mankind and my friends than if I had been born with all of these advantages." In nearly every community you will find that the pharmacist plays a large part in its development. The chairman of councils in the city of Detroit was for years a retail druggist. Pharmacists have been elected to the office of mayor, have been sent to the legislature and even occupied the governor's mansion. Pharmacists are large-hearted men, always public servants capable of meeting human needs in every form.

I did not mean to divert your mind into this channel as I was thinking of the drug store in its relation to the public. It has been the temple for counsel, comfort and cheer, to untold numbers when they did not know what step to take next. The selfless work which has been done in drug stores has never been inventoried nor has it been recorded by the cash register. No one, so far as I know, has ever tried to bring the incidents together, for it has seemed to us that to brag about unpaid service on the part of the pharmacist was like extolling the bravery of an Indian. In fact, the public as well as the members of our profession have always felt that this was a part of our business to help, just as it is for an Indian to be courageous. I have an object, however, in referring to these matters as we approach some of the larger tasks which are ahead of us. I trust that I may not tire you if I give a few common illustrations of the pharmacist's service to the public for which he has felt content and indeed well-paid by the "thank you" of the recipient. I remember a few years ago being in the drug store of Henry C. Blair, in Philadelphia, just as the shop workers were going home. A young woman came in, considerably distressed because of a cinder in her eye. Mr. Blair said, "I think I can help you," and in a few minutes removed the cinder, put in a drop of an eye lotion and when asked what the charge was, said, "Oh, that's all right." With a "thank you" the young woman left the place. Some years ago when the late Joseph P. Rem-



ington had a drug store, one of his neighbors was giving a reception in the evening and after the guests assembled the gas lights went out. What was to be done? The most natural thing was to send for the druggist, and Joseph P. Remington with a tool kit went around, remedying the trouble so that the party could go on. You may rest assured that he did not send a plumber's bill and was satisfied with the host's comment, "How good of you." In another instance, the proprietor of a drug store in a small town took special delight in serving his community as an employment agent. Many was the man whom the druggist helped to a job. I well remember in my days in the drug store how closely we were allied with the life of the people in our community. Helping the stranger, assisting relatives in the reclamation of their wayward members, comforting those in trouble and ever directing the steps of those who crossed our threshold to a brighter life or to those who could help them in their moments of doubt and fear.

But even all this is preliminary to the larger message which I would give you who are about to enter one of the noblest professions that can engage your attention. I think it is true that no man or woman takes up pharmacy, without having some interest in his fellows and recognizing in this profession opportunities for unselfish service. I would that there was time to discuss with you, as I see it, the development of our profession in the United States.

Ever since the establishment of pharmacy the achievements of pharmaceutical organizations have been little appreciated by the public, the medical profession or the men and women engaged in humanistic work. It is a daily record of individual service and as one goes over it all to present a summary it is an inspiration for it is filled with noteworthy achievements in which we may take pride. Our leaders have been interested in improving the quality of drugs and medicines and in so regulating the practice that only the most competent should be entitled by law to engage in it.

1. Pharmacists have devised methods of assay and analysis for determining the quality of drugs and foods, and for detecting adulterants of the same, and as a result of their labors the quality of drugs and medicines have been improved until almost the highest possible efficiency has been attained.

2. Our members were among the first to advocate the enactment of laws for securing the inspections of foods, drugs, medicines and liquors, and the importance of their work in this direction is shown by the fact that in the Pure Food and Drugs Acts of 1906, the United States Pharmacopœia and the National Formulary compilations by the pharmacists of the United States were selected as the standards for strength, quality and purity.

3. Pharmacists have been most active in drafting and securing passage of laws against the evils resulting from the traffic in narcotic and other powerful drugs.

4. As early as 1821 pharmacists took up the subject of secret and quack medicines, and ever since have done what they could "To strip quackery of some of its mystery and borrowed plumes and expose in naked deformity its shallow and wicked foundation." Pharmacists have always endeavored to eliminate quack practices and fraudulent medicines, and if you will read the proceedings of the American Pharmaceutical Association, you will see that the pharmacists had positive convictions and working ideals many years before the American Medical Association understood the program of leadership. The pharmacist's work in the interest of human welfare has been very far reaching indeed. I was interested recently in finding that the success of the prohibition movement in the United States is at least in part due to the public spirit of one of America's most influential pharmacists, Dr. J. H. Beal, who as a member of the Ohio legislature in 1902, drafted a local option law which was more comprehensive in its terms, more thoroughly worked-out, and that withstood every opposition. This was the basis of all the legislative success of the Anti-Saloon league.

The record of pharmacy in America shows that pharmacists have always stood ready to co-operate with the government officials, the medical profession and all organizations which are interested in the well-being and health of the people.

From what has been said you must be impressed with the high ideals and lofty purpose that controlled the members of our profession. If there has been any deviation from high ideals, these are the exceptions. I would have you feel that even the expressions of our leaders are but interpretations of the pulsating life and practices of the rank and file of the members of our profession. America is a new America. One of the greatest deterrents in the past to our progress has been our slow educational development. At last we have awakened and there are signs that we shall move very rapidly in pharmacy. I probably cannot speak with authority on the progress in medicine, yet I am inclined to doubt that the progress universally has been very great and that it is only in certain phases of human illness, mainly dealing with the bacterial diseases that our progress has been most marked. In the general prescribing of medicine, making of a galenical preparation, the use of drugs generally. I am not sure that there is greater exactness except in few instances compared to a century ago. Of the many thousand substances used throughout the world, it will be many years before we know what are the most useful. And by the time such a classification has been reached, relatively small quantities of medica-

ments will be used. The next few year will be marked by an extensive and intensive study of drugs and there will be a new order of medicinal preparations. This change will require originality and initiative and I have no doubt but that the workers will be quite numerous. I am confident that the men will come upon the field having new visions and the old type of brilliancy and persistency that characterized Sir Humphrey Davy, Serturmer, Tanret and Prescott. The large problem which we have before us is in the interest of human welfare and briefly stated it is that medication shall be free from any concomitant habit-producing results. In other words we must produce anaesthetics and hypnotics which do not lend themselves to drug addiction. And secondly, alcohol, in the finished preparation taken by the patient, must be reduced to the minimum or eliminated entirely.

The war was fought in the interests of democracy and we must have sung the "Battle Hymn of the Republic" often enough so that those words, "let us live to make men free" are ineffaceable in our hearts. If the newspaper reports are correct, that there are between 100,000 and 200,000 drug addicts in New York City and that probably two or three per cent of the population of the United States are enslaved through the abuse of drugs, it is our duty as pharmacists to do what we can to break these chains if it is in our power to do so. This is a time for co-operation between the medical and pharmaceutical professions. I have no doubt that much can be done through education and legislation among the medical profession. But what I have in mind will require the closest co-operation with a much larger organization, namely: all those that are interested in the well-being of the human race. What is needed is research which will get us away from the use of opium and coca and the alkaloids contained in them and enable us to produce a new class of synthetic chemicals which can be used for the alleviation of pain and which are free from such attendant evils. In this country during the past few years there has been considerable attention given to the production of new classes of hypnotics and anaesthetics. I have no doubt that if we will concentrate our researches on this class of substances with this end in view, namely: that the ideal anaesthetic is one in which the possibility of drug addiction is reduced to a minimum and a co-efficient standard must be establish on this basis. It will not be many years before we will have quite a number of substances which can be used in surgery and for temporary relief in extreme cases of pain which will free our people from the enslaving use of drugs.

During the war we were put on our resources and if we could under the stress and strain of that time invent new anaesthetics, such as apothesine and discover that such a well-known chemical as benzyl alcohol could be use as a local anaesthetic, it is quite likely that now, under normal conditions, our activities can be increased and that we

shall find a number of substances that can be used in the same manner as the old established principles whose use have been abused. To me a very interesting observation is the fact that in chelidonium and gelsium, two rather common plants, the one occurring in the northern United States and the other in the Southern States, there occur principles which have hypnotic effects very much like the principles in opium. But what is of the greatest interest is that these newer principles manufactured in this country are not likely to produce the same results in the establishment of drug habits, as the substances enumerated in the Harrison Anti-Narcotic Act. Recognizing qualitative reactions we can evolve quantitative standards. We are rapidly finding out that certain nuclei of organic compounds exhibit specific physiological reactions and that to these nuclei we can attach certain radicals which modify these responses. Our plan of attack in the future will be to examine each substance as to its reactions and possible modifications on two fundamental qualities giving a mathematical value to each. In the vertical column will be given its habit-producing effect on the human organism. In the horizontal column will be rated its therapeutic value as a hypnotic or anesthetic. We will then plot its actual position and experiment until we gradually eliminate all those substances that show a marked rise from the horizontal line. Without discussing this subject in detail, with the limited time at my disposal, I leave it with you as a goal towards which we can strive and towards the attaining of which we as pharmacists will bend our best efforts.

We now come to the subject of the use of alcohol in medicines and I regret very much that I am compelled to leave out my discussion as to its value and necessity as an extractive, solvent and preservative in present day practice. Neither can I discuss the differences between the use of alcohol in medicine and for beverage purposes, and we are well cognizant of the trouble that this is likely to give us in the future. Fortunately the position of pharmacists throughout the United States is in the interest of human welfare. They have not allied themselves with the liquor interest, and unequivocally have come out denouncing the use of liquors as medicine and I know whereof I speak when I say that the leading and thoughtful man in pharmacy would prefer that they have nothing to do with the dispensing of alcohol or any preparation containing alcohol that can be used for beverage purposes. I am also very sure that the anti-saloon league can count on the co-operation of druggists throughout the United States in the shaping of legislation which will help to control and check the illegitimate use of alcohol for beverage purposes.

I wish that the public generally would recognize the serious-minded attitude of the pharmacist in every measure that relates to the use or possible abuse of medicines and the substances entering therefrom. The

paper by Mr. C. M. Woodruff at the recent meeting of the American Drug Manufacturers' Association, is a high-minded, public-spirited, discussion of the future of alcoholic medicinals and should be widely circulated not only in the professions using medicines but among the public.

Now, looking ahead to the future, I think that we should endeavor to promote research which would enable us to modernize the preparation of medicines so that they shall contain a minimum amount of alcohol and require that the alcohol be eliminated before final use of the prescription by the patient. If medicine is an exact science, and the use of medicines on human beings is based upon previous experimentation upon lower animals, then it would follow that all interfering substances should be removed from the product as administered to the patient. When, for instance, tincture of digitalis is tested physiologically upon frogs, the alcohol is first evaporated, then the alcohol free tincture is administered. Of course, with such a small animal as a frog the relatively large quantity of alcohol is an interfering substance and while it may not be so serious taking into consideration the weight of the adult to whom is administered from ten to thirty mm. of the tincture, yet the same general reasoning ought to prevail. I mean this, that all interfering substances, whether alcohol or any other solvent entering into the preparation, should be eliminated before the administration of the medicine to the patient. This may bring us finally to the use of active principles and the time may come when medicinal agents shall represent either tablets of active constituents or ampoules or preparations in which the alcohol content is much lower than at present.

You are familiar with the magazine articles dealing with the use of narcotic drugs and the effect of prohibition intending to increase this evil. While we can hardly believe that the use of habit-producing drugs progressed on such a large scale as the figures indicate, I am of the opinion that it is an evil which is fraught with more dire consequences than merely the subjection of the patient to this habit. One of the essential qualifications for success is that one should be able to stand punishment and pain in a manly way. It requires a great deal of skill on the part of the physician to determine just how much pain and suffering an individual can stand. Certainly no amount of temporary relief can atone for the act of any physician, who without due responsibility, does not recognize that with every dose of a hypnotic or anaesthetic which is administered, he is likely to weaken the resistance of the patient to both pain on the one hand and adversity on the other. The man or woman who cannot stand a good deal of natural pain when in ill health is unable to meet adversity with the moral courage required. It would be a great deal better to develop these qualities which indicate

courage and heroism when we are confronted with the ordinary ills of life than to permit the patient to yield to fear which eventually may bring the enslavement of all of the faculties. The physician has a great responsibility. According to the Harrison Narcotic Act, the extent of the use of habit drugs depends entirely upon the physician. We, who are however entered in pharmacy, nevertheless have opportunities for helping the reduction of the narcotic evil. It seems to me that we may well approach this problem in a very large way and help to solve it. It will take time—possibly five, ten or twenty-five years. It will require painstaking research and experimentation on a more extensive and productive scale than has ever been attempted. To some it may seem too large an undertaking. To all of us, however, it will seem worth while. Let us think about it until we develop the machinery to start the job. Let the leaders be men with interpretative powers.

"Dream lofty dreams, and as you dream so shall you become. Your vision is the promise of what you shall one day be; your ideal is the prophecy of what you shall at last unveil.

"The greatest achievement was at first and for a time a dream. The oak sleeps in the acorn; the bird waits in the egg; and in the highest vision of the soul a waking angel stirs."

My theme then tonight resolves itself in the thought that the great essential for human welfare is the spirit of freedom and that the pharmacist's contribution will lie in doing what they can to supply a better class of medicaments to replace the debasing drugs and enslaving medicines which now are considered so essential.

If you can venerate traditions but retain your freedom of thought; if you can remember your experiences and apply them to new experiments; if you can profit by the wisdom of the sages and be ready for new revelations; then you are prepared with all this accumulation of knowledge to act as a pioneer seeking new paths, ready for new ventures, strong and brave of heart. The world needs men who are free to break down prejudices, overcome ignorance and help men to find eternal life. Lay hold of laws which are demonstrated with mathematical precision. Remember most of the concepts of man are merely theories. Beware of being committed to them for they shall probably give way to other theories and supplemented by other concepts until finally the whole truth is known.

As a motto for your library and laboratory you may take with you these thoughts for your guide:

I have tolerated no evil,  
Sophisticated no truth,  
Nursed no delusion,  
Allowed no fear;  
And helped to make men free.

(Applause.)

SECRETARY BEARD: I make a motion, and I am very happy in making this motion, that Dr. Kraemer be made an honorary member of the North Carolina Pharmaceutical Association.

DELEGATE: I second the motion.

PRESIDENT WELFARE: All in favor of that motion make it known by saying "Aye"; opposed "No." The motion is unanimously carried.

PRESIDENT WELFARE: We certainly have enjoyed the address Dr. Kraemer has delivered and I move that we tender him a rising vote of thanks to assure him we appreciate his lecture.

(Motion unanimously carried.)

PRESIDENT WELFARE: We wish to finish the papers that we started this morning and all those not able to stay and finish the work will please leave the hall now.

CHAIRMAN TARKENTON: The first paper will be a brief history of the North Carolina Board of Pharmacy, by Mr. Hancock.

#### A BRIEF HISTORY OF THE NORTH CAROLINA BOARD OF PHARMACY

By F. W. HANCOCK

Thinking that a brief sketch of the board of pharmacy might be of interest to you I have collected together the following:

The first board was created under the act passed by the general assembly in 1881, which went into effect July 1 of that year. This board met at Goldsboro, May 17, 1881, and effected an organization, electing the following officers: President, W. H. Green, of Wilmington; secretary-treasurer, William Simpson, of Raleigh.

The other three members composing the board were: E. M. Nadal, of Wilson; E. H. Meadows, of Newbern; A. S. Lee, of Raleigh.

The first meeting for the examination of candidates for license to practice pharmacy was held at Goldsboro, May 23, 1882. The examination given at that time was oral and the following candidates, five in number, passed it successfully: Joshua R. Nichols, of Scotland Neck; Stephen F. Hurt, of Newbern; William S. Briggs, of Wilmington; John F. Sprague, of Wilmington; E. B. McDuffie, of Wilmington.

The candidate at that time, in order to pass was required to answer correctly 68% of the questions.

On August 8, 1883, Mr. John Tull, of Morganton, was elected to succeed Mr. A. S. Lee.

On August 4, 1886, Dr. T. C. Smith was appointed to succeed Mr. John Tull.

At this time the association elected five members from which the Governor of the State appointed one to succeed any member whose term shall expire or be unfinished by reason or resignation or death.

On August 4, 1887, Mr. E. H. Meadows resigned and your present secretary, then of New Bern, was appointed for his unfinished term of three years. If your secretary is permitted to serve out his present term, his five consecutive terms together with his unexpired term of three years will have given him twenty-eight years of service in this capacity.

On October 26, 1886, Mr. H. R. Horne, of Fayetteville, succeeded Mr. W. H. Green, of Wilmington. Mr. Meadows succeeded Mr. Green as president for a short while and Mr. Horne succeeded Mr. Meadows in this capacity.

On August 14, 1887, the board adopted written examination and the passing grade was raised from 68 to 75.

On July 8, 1890, Mr. A. W. Rowland, of Wilson, was appointed to succeed Mr. E. M. Nadal of that place.

On May 20, 1891, Mr. W. C. Porter became a member of the board to succeed Mr. H. R. Horne, and on August 10, 1892, Mr. E. V. Zoeller, of Tarboro, was appointed to succeed Dr. T. C. Smith. When Mr. Zoeller's present term expires, he will have served thirty consecutive years upon this board, and will have been its president for twenty-five years.

In August, 1893, Mr. W. H. Wearn was appointed to succeed W. C. Porter and April 11, 1894, Mr. O. M. Royster, of Hickory, succeeded Mr. A. W. Rowland for a short period. On August 31, 1894, Mr. P. W. Vaughan was appointed and on May 5, 1896, Mr. N. D. Fetzer, of Concord succeeded Mr. Royster.

In 1900, Mr. J. Hal Bobbitt became a member and on November 11, 1902, Mr. W. W. Horne, of Fayetteville, was appointed, and has been serving ever since, making his term of office longer than that of any other member, with the exception of Messrs. Zoeller and Hancock. Following these are: C. D. Bradham, of New Bern; I. W. Rose, of Rocky Mount; C. B. Miller, of Goldsboro; J. P. Stowe, of Charlotte; O. P. Greyer, of Morganton; F. S. Smith, of Asheville.

Since its organization in 1881 the board has had five presidents: W. H. Green, of Wilmington; E. H. Meadows, of New Bern; E. M. Nadal, of Wilson; H. R. Horn, of Fayetteville; E. V. Zoeller, of Tarboro.

During that time there have been only two secretary-treasurers, Mr. William Simpson, who so faithfully and efficiently served in that capac-



ity for twenty-two years and your present secretary who has been serving ever since.

During its existence the board has examined 2,159<sup>4</sup> candidates, its smallest class numbering five and its largest eighty-five.

Of these 1,156 passed and were licensed.

The board of pharmacy has during the past striven to raise the standards of efficiency in our profession and is still guarding its interests jealously and working for its further betterment.

SECRETARY BEARD: I think it is appropriate at this time that the association take recognition of the fact that we have two charter members of the association here. I wish to give them, as a slight expression of our esteem, these two canes, not that they are old enough to need them, but just to dangle them along and think of us—Mr. Hancock and Mr. Zoeller. (Applause.)

CHAIRMAN TARKENTON: We have a paper by Mr. Raysor.

MR. C. A. RAYSOR: I am presenting this paper for Mr. Blauvelt.

## DOES IT PAY TO MAKE OUR OWN PREPARATIONS?

WILLIAM H. BLAUVELT

I am almost afraid to write on this subject again. I have written on it so often that it almost seems shop worn, and yet there is hardly a subject of more importance.

A man enters business for two reasons: partly to advance the business or profession he has chosen, partly to make money.

It is from the latter point I wish to discuss this subject, since if nothing else, the manufacture of one's tinctures and preparations should appeal to each one of us. This was forcibly impressed upon me by a conversation I had last winter with the salesman of a large manufacturing house. I had finished giving him an order and we were standing by our manufacturing table. He looked at the percolators, funnels, and crude drugs, then remarked, "This is an absolute waste of space and money. The space could be used more profitably for something else." I replied, "Mr.——, you are wrong. There is nothing in this store that has not been fully tested and if it does not pay it is discarded. First, as to my time, it is only given to this work when I have nothing else to do and surely it is more profitable than for me to stand waiting for customers or talking. If I am needed I can be easily called and in this way every minute of my time is utilized and my employer not paying for loafing. Then as to cost. Take a piece of paper and figure it for yourself. Here is some fluid extract of rhatany,

your charge is \$2.40 a pint. The rhatany costs 34 cents a pound, the alcohol \$1.30 a quart. I have used two quarts of 50% alcohol and one and a half ounces of glycerin at 3 cents. The finished product (one pint) costing me \$1.67, a clear saving of 73 cents, or the interest on \$12.00 for one year at 6%. We made one quart last year, saved \$1.46, or the interest on \$24.00 for one year at 6% and the only time taken was that necessary to moisten the drug. The porter packed it in five minutes and I finished by careful watching and the addition of menstruum occasionally in passing while busy with other things.

"Here is a gallon of compound syrup hypophosphites. The hypophosphites cost 92 cents, the sugar 70 cents. I weigh the hypophosphites, put them in a bottle with the water and acid, give them to the porter to agitate until dissolved, weigh the sugar, put in a large percolator, pour the liquid on it and in the morning have a finished gallon of syrup as pretty as you could furnish. Yours would cost \$3.20 a gallon, mine \$1.52. We saved \$2.78, or the interest on \$46.00 for one year at 6%. Now suppose one makes eight gallons a year, he would save \$22.24 or the interest on \$384.00 at 6% for one year.

"Here is a gallon of solution of iron and manganese peptonate. We buy Squibb's iron absolutely odorless. The iron in this cost 25 cents, the manganese \$1.25, it contains a quart of alcohol at \$1.30, a pint of syrup at 15 cents, the finished product costs \$2.95 a gallon, while a gallon of yours costs \$5.00. We save \$2.05 a gallon or the interest on \$34.00 for one year at 6%. We made thirteen gallons last year, saved \$26.65, or the interest on \$443.00 for one year at 4%.

"Then there is elixir of lactated pepsin, while the saving is not as great, still we made an eighty grain elixir for the cost, if bought, of a forty grain elixir. Or, in other words, saved 50 cents on each gallon or the interest on \$8.00 for one year at 6%. If one used twenty-five gallons he would save \$12.50 or the interest on \$200.00 for one year at 6%. We saved \$61.85, or the interest for one year at 6% on \$1051.00 on these preparations alone.

"I could go on in this way, naming fluid extracts, tinctures, elixirs and other preparations for some time and on each show substantial saving."

He said, "I never realized it was like this and am truly thankful so few druggists in my territory realize this or are too lazy to profit by it."

But, gentlemen, this is not all. We hear a lot about the decline of pharmacy as a profession. If so, is it not our fault, when we refuse to use the knowledge we have, and forget what we worked so hard to get in college, leaving it to the manufacturing house to reap our profit? Have we not sinned against the light and done our part to pull our profession from its rightful place, making it in our own eyes and those of our customers a candy store or an ice cream parlor? Then think of the power such manufacturing gives us with the medical pro-

fession. The doctor likes the man who knows, respects the man who can do; his influence will go to the man who meets the requirements. You can have the largest prescription business in your town and the trade brought by it, for it is estimated each prescription brings at least one dollars worth of other business; you can be known as the best as well as save money by making your own preparations and using time now going to waste.

MR. E. V. ZOELLER: That paper brings to mind our disadvantages generally in buying preparations from pharmaceutical manufacturers that we can make at home.

CHAIRMAN TARKENTON: I would like to hear from Mr. Stowe.

MR. J. P. STOWE: I have not had time to manufacture anything in the last eighteen months.

CHAIRMAN TARKENTON: We will now have a paper by Mr. Lee.

## PUBLIC OPINION OF THE DRUG BUSINESS

*By P. A. LEE*

It would be a useless task to go into the minute details of public opinion of the drug business or public sentiment. Our association was established thirty-nine years ago and, out of that organization we have established a profession which is worthy of recognition and shows its magnitude year by year as its loyal members gather together at some desirable place to further or enhance our influence for mutual good.

We have not only recognized ourselves as a profession but we have verified the fact that we are being strong and zealous in our good works. Many years ago the drug stores were only quaint shops or little commercial offices for the convenience of the physician, who wished to prepare some drugs or chemicals for his profession, but now we have developed, we have grown, we have risen to a standard where the public see us as a standard.

In our association of today, as well as in our profession, we have some slackers, some who are not willing to grow, I might say, some who are not willing to expand—the public sees them in that way. Now why should we not develop? We are no stronger than our weakest points. We are going to enter into a new life now that our national difficulties are lessened.

I wish to call your attention to some commercial facts, if I might term that way. Among the many problems that may be mentioned, is one that takes away our earnings or profits, I refer to the non-essential

or cut-rate drug stores. A cut-rate store is curtailing or detracting from our real capital. It is not necessary to be advertised as such for when we dispose of drugs or make sale of same for less than the market price, we have made a cut-rate store of our business. We are not in business for fun, neither are we in it for profiteering purposes that make for our success and make us true and honest citizens. Then again when we say cut-rate we mean that we are not getting true value for our drugs or merchandise sold; that we are squeezing labor and earnings to satisfy public sentiment and rob our competitors of his opportunities and business welfare.

The public does not appreciate the cutting short of what the druggist is entitled to. The purchaser as I may call him is measuring our standard in the way that we have set it which is low if we yield in that manner of commercialism in our profession. The customer that walks three or four blocks farther away to get a bottle of medicine for 89 cents that he would have to pay \$1.00 in your store, does not appreciate what you could give him and I believe nine times out of ten the next time he would stop at a nearer place to purchase some other item that would sell for the same at either place. You see you have lost your profits, you have kept the other party from making anything and you have not made a customer. The public had rather pay the price, not an extortionate price, but a legitimate price for his drugs and merchandise. Another item of trade might be mentioned is one in which an article is sold for 27 cents, and, as an inducement, two of the kind may be sold for 28 cents. You have made no customer. You have put on the customer twice for 1 cent what you would be entitled to for 54 cents. We cannot count on the examples mentioned as good advertising for it will not many times repeat without it is on same articles in question. Other instances may be mentioned where the public is not in full accord when the druggist believes that customer will not purchase because an advance is imposed regardless of the fact that the drug is advanced to you. The customer goes away dissatisfied if he purchases from one druggist cheaper than he does from another for he has a fear that the druggist has or will make it on him in some other way even if it is the next purchase he makes.

We might mention incident after incident which lessens our prestige as druggists, but suffice it to say we have mentioned few which illustrates standardization in our profession, even if we are using the commercial side of it. Let us stand together, be firm in our dealings, make the best of our vocation and let our profession be paramount. It has been only a few years since our standards have been raised so that now it is necessary to have college training before we can become registered druggists. The patient who receives a prescription compounded by a druggist who has acquired a college education feels happy

over the fact that a new standard is set and that he is receiving the best that man can give. Some further standards have been set relative to the Narcotic law or the Harrison Act which is heartily approved by the public. Still further on we are reaching out on some minor narcotic rulings regarding the sale of preparations containing less amounts of morphine and opium than are restricted in the regular Harrison Act. All these are raising our standards as druggists and pharmacists and I am sure the public is watching us from year to year to see that we are still putting in motion all the improvements that are being grounded out by our association.

We feel indebted to Mr. Hancock, the legislative committee, and members of the general assembly for their good work for the druggists of North Carolina. Had it not been for them the public would not regard us as they do today. They furnished us with new ideas and with new rulings for the welfare of the druggist as well as for the public citizenship of North Carolina.

Whatever we have done, whatever we may do, we are to stand the test of citizenship. The principles that we cherish and which we build stand as a criterion for the public to see and whether it be good or bad we are responsible.

As a profession and an organization we are here to prove to those on the outside that we are not trifling, but emulating our works, that others may see them and be benefited for future good.

CHAIRMAN TARKENTON: We will have a paper by Mr. Miller.

## THE BUSINESS END OF THE DRUG STORE

By CHARLES B. MILLER

After an experience of twenty-five years in the retail drug business, I still feel that I have many things yet to learn, and while I have been taught many useful ideas, which I have tried to apply to my benefit and to the service rendered my customers, the ever changing conditions surrounding the drug business brings me face to face with new problems in the daily routine of duty.

Conditions today, and when I first began my drug career, are vastly different; the world moves apace, methods change, and he who does not change with the times, who does not rearrange his schedule of doing business in conformity to the advanced business methods, is a laggard, a "has beener," is in a rut, and belongs in the same class with the Chinese, who are still doing things as their forefathers did, a thousand years ago. In my travels I still find a few druggists doing things the same old way, apparently unmindful of the modern methods employed by their brother druggists, which reminds me of a story I once heard

from a returned missionary from China. He thought that the introduction of the American wheelbarrow, which was entirely unknown in China, would facilitate the road building there, and would be welcomed enthusiastically by the Chinamen, so he ordered a supply, and after waiting weeks, they finally arrived. He gave a demonstration of this wonderful thing, and the Chinese seemed delighted, and wheeled the dirt away with a vim, but after several week's absence to another field of labor, he returned, expecting to find his flock still enthusiastic and much work accomplished, but to his great chagrin and surprise, he found them filling the barrows with dirt, then mounting them on their shoulders.

The old drug store, with fly-specked windows, red colored bottles, and an apprentice boy is a thing of the dim past.

The ring of the old-fashioned cash-drawer bell, the reverberation of the old mortar, as the apprentice beats out the globules of metallic hydrargyrum with the ponderous pestle as he labors in the making of unguentum hydrargyrum, is gone forever.

The old apothecary pictured by Shakespeare in his *Romeo and Juliet*, would not recognize the modern drug store as the evolution of his drug shop, so complete has been the metamorphosis.

The twentieth century druggist is a business man, with professional attainments as a side line. You will find him, if successful, taking interest in his town politics, now and then a member of the board of aldermen, or occupying a position as a director of his local bank, or school board; mingling with his fellow men at the club in his leisure moments or nights off. He is a human being once more, not a hermit, or a recluse, and he always finds time to attend his association meetings, for he knows that he can learn something by rubbing shoulders with his fellow druggists once a year. The times make it necessary for a man to keep in touch with the march of progress, to be a business man as well as a pharmacist, and the carrying of attractive and well paying side lines is imperative. Competition makes this necessary, and he who would attempt to conduct a paying drug business without these things might as well strive to brush back the onrushing floods of Niagara with a straw.

My brother, get out of the rut, fall in line with progress, take a trip occasionally and see what the progressives are doing and how they do it. It took me several years to learn that those glass-stoppered shelf bottles occupying valuable space in the front of my store paid me no dividends, certainly none commensurate with the space they occupied, so I removed them to the back room of my prescription department where they belonged, and where their new location would save me many steps in a day. In their place I stocked stationery, shoe polish, candy, fountain pens, pencils, safety razors, memorandum books, and many other items

readily saleable in order that the trading public would see them while waiting for other sales to be wrapped or prescriptions filled. Goods well displayed are half sold, and it is often the case that a customer will sell himself by seeing some article on these shelves that he had intended purchasing elsewhere because he did not know the drug store carried them. You may say that to remove these stock bottles where they will not be seen is to make your store less a drug store. It probably does, if your ideas have not changed in the last decade, but I find at the end of the year a decidedly better balance in the bank, and that is far more comforting, for in the final solution we are in business for what we can make out of it, and thus far we ought to bury our old ideas of professionalism. The most important part of your business is the front business, and too many of us neglect it.

First impressions are the most lasting with a customer, and if he is poorly catered to by experienced clerks you are likely to lose him. I have been into many drug stores and found the proprietor seated in the rear, either reading, or playing setback or chess with the habitual loafer, while the front is left to the soda boy or junior clerk. The impression is too many times left that the proprietor does not think that his place is in the front. After an experience of many years, let me say to you that the place for the proprietor is in the front of his store as near all the time as possible. Many, many times during the day your customers leave without getting their wants supplied, because the clerks were too indifferent to your interest to find out exactly what was wanted, or lacked experience, and these things go on from day to day all over this land, without your knowing about them, because you are not where you should have been. Many times a customer does not know exactly what he wants. If you were present your experience would have made a sale, but he goes out and to some other store, because the clerk is in a hurry to get back to swapping stories with the companion who has dropped in to chat. It is a valuable asset to you to meet your customers face to face, to mingle with them, to wait on them, to pass the pleasantries of the day with them, to know them by name. They appreciate this attention; it's good business, it's poor business to neglect it. When you go to a store to make a purchase for yourself, don't you appreciate the "boss" coming up to you and greeting you with a "good morning, I am glad to see you," and asking, "what can I do for you?" Certainly you do if you are human, it makes you feel at home, it makes you feel like going back to that store next time you need to make a purchase in his line. This is personality in business, one of the greatest trade pullers known to commerce. Personality in business is a live asset, the greatest single stimulus known to business, and permit me to impress this point on your memory, for the druggist who neglects it is blind to every business interest. Exchange places

with your customers every now and then and get on the outside of your counter, take a look at your store and its service from the customer's standpoint, see if your clerks are attentive and informed, if your store is attractive, if your service can be improved upon, if your displays are in good form, your windows clean, your stock neatly arranged. It will pay you for you will learn many things that will bring you dollars and cents. You can't improve your trade and your store if you remain out of sight the greater part of your time.

Some merchant prince has stated that the "customer is always right." Don't argue with him over a trivial matter, don't fail to satisfy him even if you have to accept the return of some article of merchandise that is not satisfactory to him. A satisfied customer is the best advertisement that you can have, it beats a display page in your daily paper.

Now in my foregoing remarks, I did not intend to disparage the very best attention to the prescription department; make it as near perfect as possible, for if you have a paying prescription business you can increase it by conducting it in a strictly professional way; stock the very best goods you can get, avoid cheap pharmaceuticals and chemicals. Your physicians will appreciate this as well as your customers. Don't send out shoddy packages, sticky bottles, smeared labels; preferably use a typewriter in writing your labels, and don't fail to charge a good profit for your work.

Prompt deliveries of prescriptions should invariably be insisted upon for I find that the store that has the reputation of quick deliveries usually keeps busy in prescription work. Don't forget to add this delivery cost to your charge, the customer that gets what he wants when he wants it does not usually kick on prices. Services is what they want and they are willing to pay for it.

The non-secret line is gaining in popularity and I would recommend to all druggists that they stock a reliable non-secret line, if possible securing the sole agency of same. While it is not always possible to sell these goods in competition with the regular patents, still it is often the case that you can do so and the profits are good. You must be the judge, when and when not to insist on this substitution, for it is often the case that customers are offended by too great attention to this policy. Diplomacy must be exercised in pushing the sales of all non-secrets. Put on the market as full a line of your own preparations as is expedient with profits, for when you once establish your own goods on the market, remember that you have an asset that no one can take from you, and every time a bottle of your own remedy goes into a home it is an advertisement for your store and name. It is sometimes the case that the non-secret agency will cancel its contract with you, and if you have no other goods to fall back on you are badly hurt because you will have to begin all over again on a new line, while if you have your



own goods to push you are still holding "trumps." Stock those non-secrets that will not conflict with the sale of your own remedies, and push your own remedies, and push your own brand first, last and all the time. If you will pardon the reference to my own personal experience in this particular instance I wish to state that I prepare some twenty different remedies under my own store name, I have established a very good demand for same, in fact, I figure that my total sales of my own remedies for the past year will aggregate at least a thousand dollars. I am constantly adding to this line as experience advises.

The question of profits is one that has been absorbing the pages of all the trade journals for some time. In order for you to make a profit you must know first the cost of every ingredient in a prescription, not *about* the cost, but the cost. The only safe way to accomplish this is to mark the cost on every drug, chemical, and pharmaceutical in your shop, and the time to do this is when it comes in your house. In no other way can you arrive at the proper profit on your prescription. To fail to do this is a fatal error. If you happen to get hold of some item which has not been marked, for goodness sake don't guess at it but stop and look it up, then mark that item.

The proper way to charge for prescriptions, if you desire to compete at least with the plumbers and bricklayers is to charge 100% profit on the *cost* of the ingredients, plus the cost of the cork, bottle, label or box, and then two dollars per hour for your time. You will be getting only what is due you at that.

In marking your goods do this yourself, don't leave it to clerks, this in my experience is dangerous, and should be done by the proprietor.

Arriving at the proper cost of goods is a very vital point in your business, upon it hangs your success or failure.

The first cost or wholesaler's charge is only a part of it, to this cost should be added freight and the cost of doing business, then you have what an article cost you. Until this is done you don't know the cost. The cost of doing business has filled the pages of the leading drug journals for months, and I presume all of you are familiar with how to arrive at same, if you have not received this information you do not read your drug papers, and if you are not a reader of at least one leading drug journal, you could not do better than subscribe to one as soon as you get home, for the druggist today to try to conduct his business without the advice of the leading lights in our profession who write for these papers is inexcusable, and just about in the same fix as a preacher who would try to prepare his sermons and lead his flock without reading the Bible, and I say this with all reverence. If your cost of doing business is 25 per cent, this should be added to every item you buy before adding the profit percentage that you desire to make. The cost of doing business is found by dividing the total amount

of your sales into the total expenses of doing business, for instance, if you do a business of \$20,000 yearly, and your expenses including your own salary is \$5,000, your cost of doing business is 25 per cent.

From my own experience and that of some others that I have heard from there is less money today in the soda business than ever. The increased salaries, the increased cost of gas and every other accessory for the soda business has made it very difficult to make a reasonable return on this department of our business. I am constrained to say that very few of us properly keep complete record of the soda business as relates to expenses and profits. If this is done and every item sold over the fountain counter is charged up to soda account and subtracted at the end of the month from total sales you will find surprise awaiting you. The only correct way to run a soda business is to keep a separate expense account for same and to charge it with every item sold there and rung up in the soda register, such as all headache remedies, effervescent salts, mineral waters, cigarettes, gum, candy, etc. In addition to this, the soda fountain should bear its proportionate amount of the water, light, gas and clerk hire, and added to this at least 10 per cent depreciation should be added to soda expense account yearly. Do this for your own satisfaction one month, and see exactly where you stand on your soda profits. Many drug stores run their small package candy sales, cigarette sales, gum sales through the soda register, and I often wonder if the soda fountain is charged with these items. There is only one way to do business, and that is the business way, and all of us are making fatal mistakes by not knowing exactly whether we are making money or losing money in our soda business. Don't do business in the careless way any longer, get at the facts, and apply the remedy if you can.

As near as it is possible I know at the end of every month what my soda profits are, and I must confess that I am very often disappointed. The present schedule of prices are about as high as the public will stand, but we are not getting the profits out of the soda business at all commensurate with the worry, time, and expense entailed.

Watch your competitors of course, but don't worry because they are selling some staple a penny lower than you are. This may be a sprat to catch the mackerel. You look after the mackerel, for there is more serious competition than this kind of a thing, namely, quality and service. These two virtues to a druggist are worth every other method of advertising to him. Give the best quality always, then see that quality is backed up by the very best service possible.

Buy as you need, don't anticipate demands, make your turnovers often, and thus keep up your stock, and be always in position to supply goods in fresh condition.

High prices are sure to continue for a long time; don't be afraid to

buy what you need for fear of prices dropping, we are on a high price level, a new price level, and to talk of 1914-1915 prices ever being restored is to speak a dead language.

Love your business, if you do not, get out of it and into some other calling that you can love. The druggist who does not love his business will never make a success of it, nor any other man who does not love his profession.

Once and awhile we fall out with our business, but in the end we make up again, and although we may not achieve great things, or conspicuous success we are filling our places in the world and in our way. Sometimes I have said, "If I had it all to go over again I would choose something else," but as I look about, every other occupation seems foreign and unfriendly, and no where does the satisfaction fill my soul that I feel when I stand before my prescription case, weighing and measuring and mixing with that fine accuracy born of love for my business and long experience. If I were back at the beginning again, would I choose the same calling? Right down in my heart I know that I would, and that for me life, liberty and happiness are bound up in my profession. So here's wishing it usefulness, prosperity, and that full measure of respect which it so richly deserves. I am proud of my profession, and happy in the pursuit of it; it means a whole lot to me, more than words can express.

At heart and always in the very truth, we are friends; my business and me.

CHAIRMAN TARKENTON: We will now have a paper by Mr. Greyer.

### THE NECESSITY OF REFORM

*By C. P. GREYER*

Every national upheaval brings its reforms. Practices and customs that formerly passed as ethical no longer fit into the new conditions. That some of the pharmaceutical customs have been stumbling blocks to our progress we all know, but we have not had the courage to denounce them. The time is opportune that those should be banished which have brought pharmacy into disrepute. Out of the present great struggle is being born a new era of national and professional life. If pharmacy is to endure, if it is to progress and fill its mission of usefulness in this new age, then these evils must be corrected.

Mr. Curtis has said that "Progress begins with the minority. It is completed by persuading the majority, by showing the reason and advantage of the step forward, and that is accomplished by appealing to the intelligence of the majority." So I want to appeal to your intelligence in pointing out the disadvantages and evil effects of the unethical custom of having the drug store's name printed on physicians

prescription blanks. This is an indorsement of the belief among the laity that the prescription cannot be filled elsewhere. We all remember when it was the custom to give commissions on prescriptions, and might it not be said that that evil has only been superseded by the more clever camouflage of "doctors headquarters"? The continuance of this custom has placed a premium on inefficiency. It brought into existence the menace of the "cram quiz" schools. It has deluded young men entering pharmacy into believing that all that is needed to be a successful pharmacist is to have just sufficient memory to squeeze through an examining board, adopt a pet child and success and riches are assured. This inadequate preparation of many pharmacists has been forcibly brought home to us by the Government refusing to recognize pharmacy as an essential profession. Innumerable stores have sprung up where prospects for a successful career did not justify the step and thus commercial competition increased and drug knowledge became a thing of merchandise.

Practitioners of medicine seized the opportunity to secure the services of an efficient advertising agency without cost and so enlarge their practice. The public are so educated that they believe a prescription cannot be correctly compounded except at the store which the physician calls his headquarters. They refrain from exercising their own choice for fear of reflecting on the judgment of their family physician. So we see that inefficiency has been exalted and the true practice of pharmacy has become a subsidiary adjunct in the modern drug store. Let us face the facts. What prospect has a properly qualified pharmacist to succeed in a professional way? It seems to me that it is time we are beginning to comprehend the fact that inefficiency and neglect to make the conditions favorable for a successful professional practice has had much to do with the attitude of other professional people, the public, and legislative bodies if you please, in contending that pharmacy is solely a commercial business.

The government during the war found it expedient to establish the Student's Army Training Corps to qualify men for the army's needs. Some of the pharmacists who have taken this course are coming back to civil life, qualified by knowledge and experience to act as community analysts and bacteriologists and clinical workers for the physicians of their communities. Under present conditions the field to continue in the work for which they have been trained is by custom limited to the few physicians who make their headquarters at the particular store in which they might be employed. That there is a public demand in every community for the services of such qualified pharmacist we must admit. Speaking from my own experience, having devoted time and money in this work as a specialty, unless this custom is changed, the public loses the services of such men and pharmacy its hope.

A duty is upon us. It is laying the foundation of pharmacy for the future generation of pharmacists. We are morally bound to lay it on the highest plane of efficiency and equality of opportunity to the end that the next generation of pharmacists may labor under greatly improved conditions. That there is a tendency in pharmacy to separate into two classes is a fact. Whether this idea of separation into pharmacists and druggists is the only means of re-establishing our professional standing and fulfilling our usefulness to the public, I do not mean to argue. Our recent experiences in the war, however, has added great momentum to the thought.

If you have thoughtfully searched to find the cause underlying the fact that pharmacists do not pull together in matters vital to our interests, you must see that this custom is the supreme factor that prevents a hearty co-operation among us.

In conclusion let me say that we have been sailing under camouflage and existing on the externals of pharmacy, while the spirit of the profession has been slowly dying. The great lesson to be learned by the downfall of the mightiest commercial nation is that she sacrificed her soul for the riches of commercialism. Calamity is a quickening power to the spirits of men. And just as man cannot live by bread alone, so pharmacy needs ethical professional practice that its spirit may grow into the fullness of a true profession.

PRESIDENT WELFARE: We have with us tonight a man who has worked almost as hard as our Secretary-Treasurer. Thirteen years ago, when I first started to come to these meetings, the papers were just laid on the table and put in the Proceedings and that was all the interest taken in them. He was put on this committee several years ago and he has worked so hard and has gotten interest up enough until we are here reading papers at twelve o'clock at night and I expect we will be here until three before we finish. I refer to Mr. E. L. Tarkenton, and he says, "Do It Now, and Do It With All our Might."

MR. TARKENTON: I have a paper, but it is getting rather late and I think we had better abandon the idea of reading this paper.

PRESIDENT WELFARE: "Do it now."

DO IT NOW, AND DO IT WITH ALL YOUR MIGHT

By E. L. TARKENTON

This is a time not only for rejoicing and thanksgiving but a time for us all to pause and reflect, and with new resolutions to press on toward the future.

We each have our obligations, to ourselves and to our profession.

To ourselves, to render the best service to humanity and thereby add to the wealth and health of civilization. To our profession to strive unselfishly and sincerely to promote its progress and attract to its ranks all those worthy of membership.

Do it with all our might, build up your business, go forward with your plans and reap the benefits that are awaiting you. Nations and individuals are being brought together for a better understanding, and a larger growth under new conditions. Today a necessity exists for providing machinery and methods to prevent yourself from being legislated out of business through the efforts of those good intentioned, but poorly informed persons who desire to reform the business of other people. We must accustom ourselves to the new order of doing things, we must prepare for peace, even as completely as we prepared for war. We will have to change our way of doing business and keep up with reconstruction days.

Advertise and do it with all your might, place on your shelves new side lines that you have let drift to the department store. Go after business, give employment to returning soldiers, speed the nation on to full employment and thus hasten the day of individual and national prosperity and safety.

Get in the merchandising game just as the department and grocery stores are doing. Get in the game on modern lines and gain business which will help you to deduct 2 per cent from your purchases.

Play the game according to the present day regulations, you can do this without destroying any of the dignity of professional atmosphere which should surround your prescription department. People admire a successful man, they applaud a winner.

Turn your stock often, advertise, and success is yours. A certain amount of faith is necessary in carrying out any successful advertising campaign. The human mind is such that it seldom responds to the first appeal, it requires constant repetition to hold the attention. Don't advertise by spurts. Advertising of the job lot variety can never succeed for publicity has two results to accomplish—the direct one, consisting of the immediate sale of goods advertised, and the indirect one, consisting of the permanent trade won and the widening acquaintance and influence in the community. Persistent, systematic advertising faithfully followed will bring results.

Co-operate with your newspaper in every way possible, this will help also in overcoming the mail order evil. Your ads should be part of the local reading matter. Some men put off the day of salvation, expecting to attend to it on their death bed, never put off what you can do today until tomorrow.

Do it now, get out of the rut you have been in for years. Do it now

should be the motto of every man in America, who expects to see his business grow.

Reap the prosperity that is sure to come.

Things that haven't been done before,  
Are the tasks worth while today;  
Are you one of the flock that follows,  
Or are you one that leads the way?  
Are you one of the timid souls that  
Quail at the jeers of a doubting crew,  
Or dare you, whether you win or fail  
Strike out for a goal that's new?

You can do as much as you think you can,  
But you'll never accomplish more;  
If you are afraid of yourself, young man,  
There's little for you in store;  
For failure comes from the inside first,  
It's there if we only knew it;  
And you can win, though you face the worst,  
If you feel that you're going to do it.

Success, it's found in the work you do,  
And not in the realms of luck;  
The world will furnish the work to do,  
But you must furnish the pluck.  
You can do what ever you think you can,  
It's all in the way you view it,  
It's all in the start you make, young man;  
You must feel that you're going to do it.

How do you tackle your work each day?  
With confidence clear, or dread;  
What to yourself do you stop and say,  
When a new task lies ahead?  
What is the thought that is in your mind,  
Is fear ever running through it,  
If so, just tackle the next you find,  
By thinking you're going to do it.

My friends, we have simply got to get out of the rut and plan to meet the new order of doing things—comfort, speed, security have become the commonplace of existence; the children of today grow up to the use of motors, telephones, and airplanes, that would have seemed marvelous as short a time ago as when I was a lad.

Lines that we used to carry as luxuries have now come to be necessities and our stock must supply all new demands if we are to expand.

We must anticipate needs, enlarge our stock, increase our force if necessary, if we expect to keep up with the progressive spirit of the new day.

We should be possessed with resourcefulness, efficiency, and persistency, we should strive to impress the people with the idea of our

own superior methods and with our knowledge concerning our particular line.

We cannot hope to build a permanent name that will live for generations to come without energy, honesty, patience and truth.

SECRETARY BEARD: Mr. Kendall sent his paper by mail.

### THE NEGLECT OF THE DRUG STORE FRONT

By H. E. KENDALL

No more vitally important, and at the same time intensely personal question faces the retail druggists of today and deserves more careful consideration than the problem of service and efficiency in the store front. As I shall later set forth, front sales constitute practically two-thirds of the business of the drug store of today, and a hustling front man is without doubt the most valuable asset of any proprietor. The cause, therefore, of a supreme importance of the front sales and the widely prevalent neglect on the part of proprietors to take advantage of the opportunity offered them and enjoy greatly increased financial success by the proper handling of the front trade, I have chosen as my theme for discussion, "The Neglect of the Drug Store Front," in the sincere hope that some of my remarks may drive home to the end that in some of the communities represented here there may be a more satisfied buying public and, with apologies to Dr. Franklin, "a wiser and a wealthier" druggist.

In order to accomplish this two-fold purpose, I may find it necessary to shift occasionally from the front work to some other phase of the business; however, my deviations will be of such a nature as to intensify the importance of my subject and impress upon you more vividly the dire need of certain corrections that will prove of mutual benefit to the customer as well as the proprietor. Naturally, as already suggested, my subject calls for two main sub-divisions—the trouble and the remedy, or the reasons for the neglected front, and how and why these reasons may and should be obliterated. Therefore, just how or in what way is the front neglected? Your and my personal observations offer the best possible answer to this question. I dare say that should you or I be able to walk daily into one of the drug stores of the State, in at least 75% of them, upon entering, we would see no one unless a fellow customer, who had been patiently waiting several minutes, and was finally securing attention from a slowly awakening front man. There you have it—the prescription clerk back of the screen doing his work; the boss, with the usual excuse "out on business," has gone fishing or else is reading a newspaper or deeply interested with loafers in some trivial discussion of matters that have no bearing whatever upon his business. The jest of the whole affair is that people



come in, see no clerk, and consequently leave declaring they will never come back. In other words, a would-be customer has been converted into a grumbling knocker and you must remember that every knocker has his influence.

In place of a general illustration let me substitute a specific one. Recently when I entered a certain drug store in a certain town in the western part of this State, I found the whole front as deserted as a graveyard on the day after resurrection. Both prescription clerk and proprietor stuck their heads from behind the prescription case and then casually went on with their conversation. No soda fountain man! No front man! I drew out my watch to see just how long I would have to wait for service. Fifteen minutes passed, and then the prescription clerk strolled out with the condescending spirit of one doing me a great favor. During my period of waiting, I saw four persons come in, get no attention, and walk out with dissatisfied grumbles and self-speaking frowns. As the fourth customer, who would have been, left the place, the proprietor unceremoniously hollered "wait a minute" from the rear of the store, but it was simply another case of "too late, too late," with an excellent chance lost and a knocker and his influence marked up against the store. Could you be a satisfied customer in such a store? Of course not; such a thing would be next to impossible. I tell you, Mr. Proprietor, if you follow any such lax methods in business you are unquestionably losing many old customers, turning away innumerable would-be purchasers, and from a financial standpoint losing large sums daily simply through sheer carelessness and utter neglect—carelessness in business management and neglect in not putting business first. With both these faults born of thoughtlessness on the part of the proprietor, it is no small wonder that the clerks practice inefficiency when the boss is such a slacker along business lines.

I have never yet seen a druggist who admitted that he was in business for his health; a scramble for the cold green is always at the bottom of the proposition, and it is for the supremely important purpose of keeping this bottom from dropping out that you should look after your drug store front with extreme diligence and care. To neglect it is indeed financial folly for it offers your main source of revenue. I dare say there is not a drug store in North Carolina that could meet all its obligations and expenses if it had to depend solely upon prescription work for its pecuniary gain. By the way of digression, I might add that for this very reason, druggists as a whole should carefully watch recently enacted legislation which indirectly affects their front sales and directly cuts down their profits.

Turn from the neglected front and note the front that is properly cared for. Observe the contrast and more effective still—the results—more satisfied customers, more sales, more money in the bank, and more

smiles from the proprietor. The neglected front becomes the deserted front and the desertion is for your place where service counts for everything. Have you ever stopped to think of the inestimable value of personal advertising—trade building propaganda of the purely voluntary kind spread by the lips of satisfied customers? If you have never given the thought any consideration, put this in your little book—one word of praise from a satisfied customer is worth more to you than a page full of advertisement; quite a difference in the expense of the two methods also! Such cheap, yet most effective publicity is indeed worth working for, and once you merit it you may rest assured that people will go blocks out of their way to trade at your store where they are sure of receiving prompt and courteous attention.

After an enumeration of these beneficial results it is quite natural that we consider the means to the end or how such benefits may be secured. An efficient front man—there you have the solution to the entire problem. First of all, the front man must know that his place is in the front and stay there. Keep him away from the prescription case and the soda fountain where the prescription clerk and soda dispenser, respectively, should reign supreme and remain as steadfast on the job as the front man sticks to his work. System and organization are, therefore, almost synonymous terms for service and efficiency. But let us eliminate the prescription clerk and the soda dispenser from our discussion and give more detail consideration to that with which we are more intimately concerned—the front man. Above all, he should be neat, courteous, and absolutely impartial. Nothing works more quickly for the disruption of trade than a display of partiality towards certain customers. The doctrine of equal rights, in so far as it is practical, should most assuredly apply to the drug store front. Of course, you must make exceptions sometimes for the little tots and fair sex, but as far as possible the policy of the front man should be that of first come first served.

The old type of salesmanship where you had to hang on to a customer indefinitely and talk him into buying something has almost entirely passed out of existence. Today, nine times out of ten, the customer knows exactly what he wants when he enters the store, and your front man's salesmanship is in his ability to display courteous speed and get to the next purchaser. Every minute counts, and a minute saved on one customer is another customer waited on. Therefore, as I have said, your front man should be polite and attentive, but at the same time avoid undue conversation and familiarity, state facts in his remarks, and let the sales look after themselves. It goes without saying that he must have the basic qualities of honesty and fairness, along with plenty of energy and push. Mr. Proprietor get or develop a front man of this type and notice the increase in business. Innumerable new customers

from your own community will flock to you, and you will most assuredly add the traveling public to your rapidly swelling list. An attentive front man is to a traveling man as a shower of rain to a parched wheat field. A warm greeting with a smile and a hearty hand shake is lingeringly refreshing because the man with the grip is so often given the cold shoulder that a cordial reception wins him for the store at once, elicits words of praise on his part to his associates on the road, and assures that drug store the good will and future trade of the traveling men. The drummer with whom you deal may either knock or boost your store, and it is up to the front man, who sees him first, to welcome him in such a way that would-be knocks are converted into boosts.

In conclusion, therefore, let me urge that you systematize and organize the operation of your business. Some proprietors expect the prescriptionist to fill prescriptions, sell paints, wait on the soda fountain, put in fifteen to eighteen hours a day and come to the store any time during the night and on Sunday. I have actually seen a prescription clerk forced to leave an important prescription, that should go out immediately, half compounded to wait on some customer who wanted nothing but a box of matches or a package of chewing gum. Where was your front man or did you have one? Such a hubbub of duties for one man is an injustice to him, to your store and to the sick. If you have not already perfected an organization, get busy at once for your own financial sake if for nothing else. Put your prescription man on the job, your front man on the job, your soda dispenser on the job, and insist that each stay in his respective place all the time and not infringe upon the duties or territory of the other.

I have endeavored to be personally informed in my brief discussion in order that I might be more to the point and in the sincere hope that some of the things I have said might help you and the drug store front, and thus bring about a more satisfied army of customers and a more thoughtfully aroused clan of druggists.

In present day terms, may you steer clear of income tax, avoid personal encounters with bolshevik customers, completely recover from the prohibition blues, bet in the winning club in the league of nations, find a good front man and come to our next meeting in a jitney airplane. I thank you!

CHAIRMAN TARKENTON: We have a paper from Mr. R. A. McDuffie, of Greensboro.

(Mr. McDuffie failed to attend.)

CHAIRMAN TARKENTON: Mr. Beard has a letter from Mr. Wright, of Elizabeth City. I would like for him to read it.

(Mr. Beard reads letter.)

Elizabeth City, N. C., June 20, 1919.

Mr. E. L. Tarkenton,  
Wilson, N. C.

Dear Mr. Tarkenton:

Thinking that possibly you will be at the Wrightsville meeting next week, and as I will not be able to go I have been thinking about a proposition that ought to come up for due consideration. It might be that I am narrow, yet I have talked with several and they seem to agree with me.

Have you ever stopped to consider the advertising that the Bayer Company is doing, and don't you consider it a reflection on retail druggists? Take for instance that ad they ran about "don't accept aspirin in a bill box"; in other words the druggist is crooked is about the way it looks to me. It seems to me that the druggists ought to boycott them.

Again the Bayer Company is a fake. Take this for instance, they began making pharmaceuticals for the medical profession and now their aspirin is being advertised the same as Swamp-Root or any other patent. It seems to me that it is about time that the druggists take a stand against such advertising as they are doing.

Hoping you will have a great meeting and with best wishes, I am,  
Your friend,

(Signed) GEORGE WRIGHT.

SECRETARY BEARD: I do not altogether agree with Mr. Wright.

DR. KRAEMER: I do not know about that. That is a very reprehensible form of advertising and we ought to support American manufacturers of aspirin. I do not want to say much except to challenge the statement to that extent. We ought to support American institutions and American manufacturers. I am willing to throw the thing down in that form and let Bayer & Co. take me to task if they want to.

MR. J. A. GOODE: I think Mr. Wright is right.

MR. A. A. JAMES: I think we ought to take some steps at once, because after July 1st we are going to have trouble.

MR. G. K. GRANTHAM: I make a motion that you appoint a committee of three to take that article up with the Bayer advertising people and that we go on record as opposing such advertising as that and also that we notify Dr. Rankin that we disapprove of his editorial on antitoxin profits. I had the

pleasure of fighting him for the last two years in almost every point raised.

DELEGATE: Why should we take this up with those people privately? Why not take it up through our public instrument of advertising like they did for us?

MR. GRANTHAM: My motion was that a committee of three be appointed and that committee can adopt such methods as it thinks best.

(Motion passed.)

PRESIDENT WELFARE: I appoint on that committee, Mr. C. D. Bradham, Mr. A. A. James, and Mr. G. K. Grantham.

MR. C. A. RAYSOR: The Committee on Time and Place is ready to report. We recommend Asheville as the place and the time the third week in June.

MR. J. P. STOWE: Mr. Lyon, from Wadesboro, suggested Pinehurst and asked me if I would not help get the next meeting down there. Mr. Lyon is not here. I ask for the decision to be deferred until tomorrow.

After some discussion it was agreed to postpone the selection of a meeting place until next day.

Upon motion the meeting adjourned at 1:30 o'clock, to meet the following day at Southport.

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## FOURTH SESSION

ARMY AND NAVY CLUB,  
Southport.

The fourth session was called to order by President Welfare on Thursday afternoon at 2:30 o'clock on the veranda of the Army and Navy Club, at Southport.

PRESIDENT WELFARE: The convention will please come to order. The first order of business is the report of the Secretary-Treasurer of the North Carolina Board of Pharmacy.

Mr. F. W. Hancock read his report, which will be found in the section devoted to the Board of Pharmacy. This report was duly examined by an auditing committee and found correct.

SECRETARY BEARD: I move that we take up the time and place for next meeting. My object is that we will not have much time here and the time and place of meeting is the most important thing we have to decide.

(Motion passed.)

PRESIDENT WELFARE: There are three places, Asheville, Pinehurst, and Charlotte, to consider.

On vote being taken, Asheville secured the greatest number of votes and hence will be the meeting place for 1920.

SECRETARY BEARD: I move we have an election of officers now.

Upon balloting the following were elected:

President—G. R. Pilkington, of Pittsboro.

First vice-president—E. E. Missildine, of Tryon.

Second vice-president—I. W. Rose, of Rocky Mount.

Third vice-president—J. A. Goode, of Asheville.

Secretary-treasurer—J. G. Beard, of Chapel Hill.

Local secretary—C. A. Raysor, of Asheville.

Executive committee—P. A. Lee, of Dunn, chairman; W. A. Crabtree, of Sanford; W. H. Justus, of Hendersonville; S. O. Blair, of Monroe; S. M. Purcell, of Salisbury; J. G. Beard, of Chapel Hill, *ex-officio*.

Member of board of pharmacy—K. E. Bennett, of Bryson City.

## FIFTH SESSION

ON BOARD STEAMER *Wilmington*.

The fifth session of the North Carolina Pharmaceutical Association was called to order Thursday at 4 o'clock in the main cabin of the steamer *Wilmington* as the vessel was returning from Southport to Wilmington.

PRESIDENT WELFARE: We will hear the report of the Legislative Committee by Mr. Hancock.

REPORT OF THE LEGISLATIVE COMMITTEE OF THE  
NORTH CAROLINA PHARMACEUTICAL ASSOCIATION

F. W. HANCOCK

*To the Officers and Members of the North Carolina Pharmaceutical Association:*

## SPECIAL PRIVILEGE TAX

It is very gratifying to your committee to be able to report that through your aid and co-operation they were enabled to prevent the last General Assembly from placing upon you a special privilege tax of 10 per cent on the sale price of all patent and proprietary medicines, a 5 per cent tax on all syrup used in soft drinks and sold at fountains or in bottles, and a 5 per cent tax on the purchase price of all kinds of tobacco, although this tax had been recommended for passage by the Governor and both the special tax commission and the State tax commission. In the killing of this unjust tax bill the retail druggists of this State were saved thousands of dollars.

## PREPARATIONS CONTAINING ALCOHOL WHEN USED AS A BEVERAGE

A number of bills were introduced, some for special counties and some State-wide, to regulate the manufacture and sale of patent medicines, extracts and other preparations that contained over a certain per cent of alcohol when used as a beverage, all of which failed to pass.

## VENEREAL DISEASES

The following bill for the control and treatment of venereal diseases and reporting persons infected therewith as well as regulating the sale of certain remedies used in the the treatment thereof, was passed after first being agreed upon by the State board of health and your committee. This bill is now a law and we ask you to carefully read it and be governed by its provisions.

A BILL TO BE ENTITLED AN ACT TO OBTAIN REPORTS OF PERSONS  
INFECTED WITH VENEREAL DISEASES

*The General Assembly of North Carolina do Enact:*

SECTION 1. That it shall be unlawful for any person except a regularly licensed physician to prescribe or give away any medicine for the treatment of any person afflicted with any venereal disease.

SEC. 2. That any druggist or other person who sells at retail any patented, proprietary or trademark remedy or alleged remedy advertised or recommended or sold for or used in the treatment of venereal diseases, (gonorrhea, syphilis, or chancroid) or lost manhood, impotency, or sterility, or medicinal preparations containing the oils of cubebs, copaiba, sandalwood, or the oils themselves, iodides of mercury, or preparations compounded for urethral injections shall report weekly on forms and in accordance with instructions supplied by the North Carolina State board of health the sales of such remedies or alleged remedies to the bureau of venereal diseases of the North Carolina State board of health.

SEC. 3. Any person who in obtaining a prescription from a physician under section one of this act, or in obtaining drugs or remedies mentioned in section two of this act, gives a false or assumed name or address, shall be guilty of a misdemeanor and subject to the penalties imposed in section eight of this act.

SEC. 4. For the convenience of the public, a quarantine officer, either municipal or county, shall appoint on the official request of the North Carolina state board of health, from the regularly registered physicians of the county one or more agents to issue prescriptions for drugs or remedies, necessary for treatment of such diseases.

SEC 5. A quarantine officer or agent of a quarantine officer who issues a prescription for any such drug, remedy, or alleged remedy, and who instructs a person infected with venereal disease as required by the State laws and reports by number but without identification as now prescribed for reports by physicians for such diseases to the North Carolina State board of health shall be entitled to a fee of fifty cents, twenty-five cents of which shall be paid by the bureau of venereal diseases of the North Carolina State board of health and twenty-five cents of which shall be paid by the county commissioners of the county in which the quarantine officer has jurisdiction on a certification of the bureau of venereal diseases of the North Carolina State board of health of the number of prescription issued by the quarantine officer or the quarantine officer's agent:

*Provided, however,* that the municipal authorities shall pay the above amount for prescription issued by a municipal quarantine officer or his agent, and



*Provided further*, that a quarantine officer shall not be entitled to any pay from either county or city for issuing prescriptions to persons who pay the quarantine officer in part or in full for the issuance of prescription; and

*Provided further*, that several prescriptions, issued on a single visit of the infected person to the quarantine officer shall entitle the said officer to not more than the fee for a single prescription.

SEC. 6. Any and all prescriptions for venereal diseases (gonorrhea, syphilis, or chancroid), or impotency, sterility, or lost manhood, or prescription containing the drugs, remedies, or alleged remedies mentioned in section two of this act shall be kept by a druggist on a separate file and shall be subject at any reasonable hour to inspection by an officer of the North Carolina State board of health.

SEC. 7. The State health officer or his deputy or agent may require any purchaser of remedies or alleged remedies designated in section two of this act and who may be reasonably supposed to be infected with a venereal disease, to appear before a regularly licensed physician, quarantine officer or agent, for an examination for the said disease.

SEC. 8. Any person violating any of the provisions of this act shall be guilty of a misdemeanor and shall be fined not less than ten dollars nor more than fifty dollars, or imprisonment for not exceeding thirty days.

SEC. 9. All laws and clauses of laws in conflict with this act are hereby repealed.

SEC. 10. This act shall be in force from and after its ratification.

Ratified 10th day of March, 1919.

We report with pleasure that the Hon. George K. Graham, of Dunn, the representatives from Harnett county, to whom we are so largely indebted for what success we accomplished in the last legislature was appointed as a representative of our profession, a trustee of the State University at Chapel Hill.

Thanking you on behalf of the committee for your prompt assistance in securing results above referred to, and assuring you that with members of our profession in each branch of the General Assembly and with an active, efficient legislative committee and a thorough organization standing at their back, co-operating with them you need not fear any legislation being enacted into law detrimental to our interest.

I am attaching herewith an itemized statement of the expenses of the committee:

## EXPENSES LEGISLATIVE COMMITTEE

Oxford Orphan Asylum for printing.....	\$ 6.25
Edwards & Broughton Printing Co.....	4.25
Reid & Wilson, printing.....	8.85
Reid & Wilson, printing.....	10.95
Telephone messages.....	7.75
Telegrams .....	7.25
Postage .....	35.00
Kelly E. Bennett (Expenses).....	36.06
Total.....	<hr/> \$116.36

MR. HANCOCK: In conclusion I will say this: We can never, in my opinion, secure that legislation which is so much needed without thorough organization and without co-operation on your part. Not only that, but if we ever expect any appropriation for the expense of seeing that our laws are thoroughly enforced in North Carolina, you must have a representative in the Senate and you must have a representative in the House. It is impossible for us to secure that appropriation and that aid that we need without these. Just before the last primary was held your committee wrote to the chairman of each County Legislative Committee and asked him to see that some druggist from that county was sent to the House or to the Senate or some man we could depend upon to see to our interests. We must have druggists in the Senate, we must have them in the House. We have men with as much brains as lawyers or doctors have and we must get them in the General Assembly. I want you when you return to your respective counties to see that we have in the next Legislature such men as Grantham and Stowe, such men as Mr. Bellamy and Mr. Raysor, and other men throughout the State who will stand by us and see that we get our rights and see that appropriations are made for the enforcement of these narcotic laws. We must co-operate. If you do, no legislation can be enacted which will be detrimental to our interests.

(Repeated calls are made for Mr. Grantham.)

MR. G. K. GRANTHAM: Mr. President and gentlemen of the North Carolina Pharmaceutical Association: It is a pleasure to be with this association and I wish to thank the members

for their kindness to me. They do not owe me anything. They have already elected me as Secretary, as Treasurer, and as President of the association and you owe me nothing for my past efforts. It is always a pleasure if I can lend a hand or raise my voice in behalf of the druggists of North Carolina, a profession I have given my life to, spending the last thirty years working in a drug store. I have at various times seen the profession imposed upon. Two years ago Bennett from Bryson City was in the Senate and I happened to be in the lower House. Dr. Rankin, backed by the Governor, endeavored to enact such laws as they wanted, and Bennett and myself, backed by your Legislative Committee, and by you gentlemen at home, challenged those bills and we went in there and fought them to a finish, and Dr. Rankin came to us when the vote was over and said, "I take off my hat to you, you have won the fight." I thank you gentlemen for the help you have given me in my work.

PRESIDENT WELFARE: We will now hear the report of the judges who are to award the various prizes.

MR. C. P. GREYER, *chairman*: We wish to report as follows:

The first prize for papers, \$15 in gold, was won by Mr. C. B. Miller.

The second prize for papers, a Gillette safety razor, was awarded to Mr. E. L. Tarkenton.

An automatic fishing reel was given Mr. J. R. Kelly for making the largest catch of fish on the boat trip Wednesday afternoon.

An assortment of Hudnut specialties was given Misses McFarlan and Missildine jointly as a prize to the ladies making the largest catch of fish.

Other prizes were awarded, but unfortunately the information as to whom they were given and for what, was omitted by the official reporter.

The following resolution was read by Mr. A. A. James and signed as well by Messrs. G. K. Grantham and C. D. Bradham:

*Resolved*, That we, as an association go on record as favoring the use of American manufactured chemicals and drugs. We are opposed

to certain forms of advertising reflecting on druggists in their use of these American made products.

*Resolved, further,* That whereas the North Carolina Pharmaceutical Association has gone on record as wishing to co-operate with the board of health in matters of State welfare, that we as an association resent the statements and implications in certain publications sent out recently, by some member as misleading and reflecting on the drug profession of the State.

(This resolution was adopted.)

SECRETARY BEARD: I would like to bring before this convention a very important matter, it seems to me. We are supposed to elect at this time three delegates from this association to the next Pharmacopœial convention to be held in Washington, May, 1920. If we do not elect them here, we won't have a representation. I make a motion that someone put in nomination the names of three delegates to this convention.

This motion having passed, the association elected Messrs. E. V. Zoller, E. V. Howell, and J. G. Beard as delegates to the convention. Mr. W. W. Horne was named as an alternate. It was agreed that the expenses of the delegates should be borne by the association.

The members enthusiastically voted a resolution of thanks to the local druggists of Wilmington, for their splendid hospitality; to the Traveling Men's Auxiliary for its enjoyable entertainment; to the ladies of Southport and the Army and Navy Club for the courtesy shown the visiting delegates; and to the several manufacturing firms for their thoughtfulness in providing refreshments, cigars, etc.

The association voted to refer the recommendations of the Board of Pharmacy to the Legislative Committee for consideration.

Professor E. V. Howell earnestly requested that the members keep the Edmond's Bill in mind and use every effort to the end that this or some substitute measure giving recognition to pharmacists in the Army and Navy may become a law.

The fortieth annual meeting was adjourned by motion at 5:40 o'clock, to meet next at Asheville, June 22-24, 1920.

(Signed)

J. G. BEARD,  
*Secretary-Treasurer.*

The following communications were received by the officers of the association during the several sessions:

Telegrams of congratulations and good wishes from the Pennsylvania association, from the Cliff Weil Cigar Co., and Robt. M. Green & Sons.

A telegram from the American Fair Trade League offering cordial greetings and urging continued support of the Stephens Bill.

A joint letter from Mesdames F. W. Hancock and J. B. O'Bannon announcing that a canvass of the visiting ladies as to whether or not they favored the formation of a Woman's Auxiliary showed nineteen favorable to the idea and twelve opposed.

A letter from Mr. H. E. Kendall, of Shelby, regretting his inability to attend and wishing the meeting every success.

A letter from President Chas. H. LaWall, of the American Pharmaceutical Association, extending felicitations and greeting and expressing the hope that pharmacists generally may see the vital need of closer organization and more active participation by individuals in association work.

A letter from Mr. R. B. Spencer, of Rocky Mount, Internal Revenue Inspector, expressing his regret that he would be unable to attend the meeting; emphasizing the importance of organization; cautioned the members to watch out for harmful legislation; congratulated the drug trade for its part in upholding the narcotic laws; expressed the belief that the method of levying taxes on druggists could and should be simplified; and then closed with this paragraph:

In the past great conflict it was not the privilege of the pharmacists to be recognized for his ability and training as such, but the individual deeds of valor of the many pharmacists in every branch of service will go down in history, and the beaming countenances of a duty well performed, will outshine the bars upon the shoulder of any officer. With every good wish for the future of the association, I am, etc.

Mr. F. W. Hancock made the following announcement:

I take pleasure in reporting that the highest average made by any of the successful candidates taking the examination of the North Carolina Board of Pharmacy during the year was

made by John M. Buffaloe, of Raleigh, thus winning the Beal Membership Prize.

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## ENTERTAINMENTS

The visiting delegates were very pleased over the several entertainment features furnished them while at Wrightsville Beach. These features consisted of a deep sea fishing trip on Tuesday afternoon; an automobile ride and visit of inspection to and through the two large shipyards just outside Wilmington on the Cape Fear; a boat trip down the river to Southport, followed by a short trip outside the capes. Immediately upon arrival back at Southport the delegates were escorted to the club-house of the Army and Navy Club, and were here furnished a delightful dinner served by the ladies of Southport. The dinner, given in honor of the association by the Traveling Men's Auxiliary, consisted principally of seafood, fish, clams, etc., and was one the fortunate diners shall long remember. Thursday evening at 9 o'clock the Association was tendered a complimentary souvenir dance by the druggists of Wilmington. The dance was in charge of Mr. Edward H. Hardin. Unfortunately the dance had just begun, in fact the opening figure was in progress, when someone announced that the large Seashore Hotel was burning. The dancers and spectators hurried to the fire, which was burning rapidly and which soon destroyed the building and an adjoining cottage.

The Wilmington druggists, headed by Mr. R. R. Bellamy, the local secretary, were constantly at work to insure the success of the meeting and the entertainments. They gave of themselves to the limit and the association's officers wish to express their gratitude for the several courtesies shown the delegates and for the unfailing kindness of the local men.

## ROLL OF MEMBERS

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An asterisk (\*) before a member's name indicates attendance at the Wrightsville Beach meeting.

Names of Life Members are printed in bold face type.

Names of Charter Members are printed in italics.

The date following a member's name indicates year of affiliation.

### A

Abernethy, John Graham.....	1917	Elkin
Adams, Edward Clarence.....	1910	Gastonia
Adams, Ray M.....	1917	La Grange
Aiken, Leonard Walter.....	1917	Asheville
Allen, H. H.....	1917	Cherryville
Allen, Walter Otts, Ph.G.....	1918	Hendersonville
Andrews, Charles M., Ph.G.....	1908	Hillsboro
Andrews, Fannie J., Ph.G., P.D..	1917	Durham
Andrews, Richard H., Ph.G., P.D.	1915	Burlington
Atwater, Garland Marvin.....	1912	Washington

### B

Bailey, Lee A.....	1915	Charlotte
*Ballew, J. G.....	1917	Lenoir
*Barker, Ernest Jerome.....	1916	Rowland
Barnes, Ben. Shaw.....	1905	Maxton
Barnes, E. W. ....	1912	Kings Mountain
Barnhill, Miss Mabel.....	1908	Bethel
Barrett, Raymon Ellis.....	1919	Haw River
Baucom, Alfred Vernon.....	1906	Apex
*Beard, John Grover, Ph.G.....	1908	Chapel Hill
Beavans, William Eugene.....	1919	Enfield
Beddingfield, Chas. Herman....	1919	Clayton
Beddingfield, Edgar T.....	1917	Raleigh
*Bellamy, Robert R.....	1893	Wilmington
Bennett, A.M., M.D.....	1912	Bryson City
*Bennett, Kelly Edmond, Ph.G....	1912	Bryson City
*Benson, Ernest Stuart.....	1918	Wilmington
Bernard, Germain.....	1904	Durham

Betts, James Russell, Jr.....	1916	McAdenville
Birdsong, Ed. G.....	1897	Raleigh
Birmingham, John S.....	1913	Hamlet
*Blair, R. K.....	1919	Charlotte
<b>Blair, S. O. (1918)</b> .....	1916	Monroe
*Blue, A. F.....	1919	Laurinburg
Bobbitt, Adolphus Bracey.....	1919	Macon
Bobbitt, Louis Myron, Ph.G....	1917	Macon
Bolton, J. C.....	1904	Rich Square
*Boon, W. J. ....	1904	Raleigh
Boone, D. Leonard.....	1905	Durham
*Boone, John T.....	1915	East Durham
Boyce, James B., Jr.....	1916	Littleton
* <b>Bradham, Caleb Davis (1906)</b> ..	1895	New Bern
Bradley, Jesse P.....	1910	Burlington
Brame, Peter Joyner, Jr.....	1918	Winston-Salem
Brame, Robert Marvin.....	1901	North Wilkesboro
*Brame, W. A.....	1913	Rocky Mount
Brantley, John C.....	1917	Raleigh
*Brantley, Paul Clayton.....	1916	Wendell
*Brady, Chas. A.....	1919	Newton
Brewer, Stroud Otis.....	1915	Roxboro
Briles, David Thomas.....	1916	Rocky Mount
Brittian, G. W. (1905).....	1919	Reidsville
Brooks, Jonathan F. ....	1917	Hendersonville
Brookshire, Guy Elliott, Ph.G....	1919	Asheville
Brown, Charles .....	1918	Spencer
Brown, Henry C.....	1915	Goldsboro
*Brown, James Dulon.....	1916	Warsaw
*Brown, Joseph Key.....	1913	Greenville
Bühmann, Walter L.....	1917	Winston-Salem
Buffaloe, John M.....	1919	Raleigh
Burnett, J. P.....	1918	Whitakers
Burwell, G. Ernest.....	1890	Charlotte
*Burwell, W. A.....	1919	Warrenton
Burwell, William R.....	1898	Warrenton
Byrd, Clement .....	1905	Raleigh
Byrd, George, Ph.G., P.D.....	1915	Fayetteville



## C

Campbell, Rowe B. ....	1918	Salisbury
Cannady, Ralph C. ....	1913	Four Oaks
<i>Carmichael, W. C.</i> ....	1880	Asheville
Carter, Jesse ....	1882	Aberdeen
Carter, Jesse, Jr. ....	1911	Aberdeen
<b>Carter, Samuel (1918)</b> ....	1915	Salisbury
Carter, Stamey ....	1918	Salisbury
Cashwell, Charles D. ....	1918	Statesville
Cassell, A. Sam. ....	1917	Winston-Salem
Chalk, Skinner Ambrose. ....	1913	Morehead City
Clapp, Clarence ....	1919	Maxton
Claverie, Joseph Stanilous ....	1917	Asheville
*Cline, James Oran. ....	1917	Elkin
*Cole, J. Fulton. ....	1910	Carthage
Coleman, Henry Grady, Ph.G. ....	1915	Durham
Compton, James Wesley. ....	1917	Salisbury
Cook, Alexander J. ....	1919	Fayetteville
Cook, R. E. L. ....	1904	Tarboro
*Cooke, Ernest Stapleton. ....	1919	Fayetteville
*Cooke, Henry Madry. ....	1906	Spencer
Copeland, Robert Royal. ....	1917	Tarboro
*Coppedge, James William. ....	1915	Raleigh
Costner, B. P. ....	1910	Lincolnton
*Council, Commodore Thomas. ....	1915	Durham
Cox, Myrtle Hall, Ph.G. ....	1917	Asheville
Crabtree, Esker P. ....	1917	Henderson
Crabtree, Gilbert ....	1915	Raleigh
<b>*Crabtree, W. A. (1917)</b> ....	1915	Sanford
*Crawford, Edgar P. ....	1919	Mocksville
*Creech, Durward Heber. ....	1908	Smithfield
*Culpepper, Frank Douglas. ....	1913	Henderson
Cutchins, J. M., Jr., Ph.G. ....	1908	Whitakers

## D

*Dailey, R. I. ....	1919	Reidsville
*Daniel, Elbert C. ....	1916	Zebulon
Davis, Edwin Bonner. ....	1916	Morganton

*Davis, John E.....	1917	Wake Forest
Davis, Junius W. ....	1919	Edenton
*Dees, Fred .....	1919	Burgaw
Dinwiddie, Paul Holmes.....	1917	Asheville
*Dizor, Marvin Edward.....	1919	Louisburg
Dodson, Tyrel .....	1917	Martinsville, Va.
<i>Dorsey, Melville .....</i>	<i>1880</i>	Henderson
Dowdy, David Astor.....	1918	Spencer
*Duffy, F. S. ....	1919	New Bern
Dunn, R. A. ....	1904	Charlotte
Durham, Carl Thomas.....	1918	Chapel Hill

## E

*Edwards, Snowdie M.....	1919	Ayden
*Edwards, Thos. Northey.....	1919	Charlotte
*Elkins, Van Wyke B.....	1915	Siler City
Ellington, Cape Winslo.....	1918	Raleigh
*Elliott, Augustus Green.....	1915	Fuquay Springs
*Elvington, D. A. ....	1912	Wilmington
Etheridge, Samuel B.....	1917	Washington
*Etheridge, Sidney Gladstone.....	1913	Elizabeth City
*Eubanks, Clyde L.....	1915	Chapel Hill
Eubanks, James Norwood.....	1917	Carthage

## F

Farrell, R. D. ....	1919	Graham
Faucette, Henry Frank.....	1917	Raleigh
Faucette, W. P.....	1915	Youngsville
*Fentress, H. L. ....	1883	Wilmington
*Fields, James Thaddeus, Jr.....	1917	Laurinburg
Fields, William LaFayette.....	1919	Laurinburg
Fishel, Arthur Levi, Ph.G., P.D....	1915	Winston-Salem
*Fitchett, Carl E.....	1916	Duke
Fordham, Christopher Columbus.	1897	Greensboro
*Formyduval, Morrison .....	1918	Whiteville
Foster, Caney .....	1913	Enfield
Foster, J. C. Coke.....	1915	Asheville
Fox, Charles M.....	1909	Asheboro

Franklin, Oren Edgar.....	1914	Asheville
*Frieze, William Scott.....	1919	Concord
Fulghum, Raiford T.....	1913	Kenly
Furman, Ricky Lawrence.....	1915	Asheville
*Futrelle, William Leon.....	1916	Wilmington

## G

Gaddy, Henry Moody.....	1917	Raleigh
Gardner, Howard .....	1895	Greensboro
Gardner, T. L.....	1908	Reidsville
Garner, Claude Vivian.....	1917	Wilson
*Gilbert, Loamie .....	1915	Benson
* <b>Goode, John Alonzo (1919)</b> ...	1911	Asheville
*Goodman, George C.....	1881	Mooreville
Goodman, Joseph F.....	1917	Concord
Goodrum, C. S. ....	1916	Davidson
Gorham, Richard Speight.....	1919	Rocky Mount
Graham, John Calhoun.....	1917	Red Springs
* <b>Grantham, George K. (1918)</b> ..	1895	Dunn
*Grantham, Hiram .....	1904	Red Springs
Grantham, Lewis Irvin.....	1916	St. Paul
*Gray, Polk Cleybourne.....	1904	Statesville
Green, Charles F.....	1915	Wilmington
* <b>Greyer, C. Peyton, P.D. (1917)</b>	1909	Morganton
Griffin, Brack C.....	1918	Marshville
Griffith, Wiltshire, Ph.G.....	1914	Hendersonville
Grimes, George David.....	1919	Robersonville
Guion, Clyde Doyle.....	1919	Cornelius
*Gurley, Doyle Manly.....	1919	Sanford
Gurley, William Burden.....	1917	Windsor

## H

Hall, Thos. N. ....	1919	Mooreville
Hall, W. F. ....	1893	Statesville
* <i>Hancock, Franklin Wills</i> .....	1880	Oxford
Hand, W. Lee.....	1916	Charlotte
Hardee, Aldridge Kirk.....	1915	Graham
*Hardin, Edward M.....	1916	Wilmington

* <i>Hardin, John M.</i> .....	1880	Wilmington
Harper, C. P.....	1904	Selma
Harper, Carl Talmage.....	1917	Zebulon
Harrison, A. S., M.D.....	1919	Enfield
Harrison, E. R. V.....	1909	North Charlotte
*Harrison, Thomas N., Jr.....	1916	Littleton
*Harville, Reese Courts.....	1917	Thomasville
Hatch, Peter Roderick, Jr.....	1918	Raleigh
Hayes, William A.....	1891	Hillsboro
Haymore, J. Baxter.....	1916	Norlina
Haywood, C. L.....	1910	Durham
*Henderson, John L., Ph.G., P.D..	1913	Burlington
Herring, Needham B., Ph.G.....	1917	Wilson
Herring, Robert Roscoe, Ph.G...	1917	Oxford
Hesterly, Louis Enloe, Ph.G.....	1914	Hendersonville
* <b>Hicks, Henry T. (1917)</b> .....	1897	Raleigh
Hicks, Herma L.....	1919	Rocky Mount
Higgins, Charles M.....	1918	Salisbury
Hill, Grover W. ....	1919	Wilmington
Hill, John H.....	—	Goldsboro
Hilton, Charles McLane.....	1908	Greensboro
Holland, Henry Odessa.....	1915	Apex
Holliday, Robert W.....	1917	Clinton
Hollingsworth, Joseph .....	1919	Mount Airy
Hood, D. H. ....	1908	Dunn
*Hood, Hal C.....	1918	Smithfield
*Hood, John C.....	1919	Kinston
Hood, J. E.....	1889	Kinston
<i>Hood, T. R.</i> .....	1880	Smithfield
*Hood, William D.....	1903	Kinston
Hopkins, V. O.....	1912	Winston-Salem
Horne, Charles James O'Hagan..	1913	Greenville
<i>Horne, H. R.</i> ....	1880	Fayetteville
* <b>Horne, Warren W., Ph.C. (1917)</b>	1900	Fayetteville
Horsley, Howard Tate.....	1917	Bessemer City
Horton, Roland W.....	1919	Monroe
* <b>Howell, Edward Vernon, Ph.G.</b> <b>(1917)</b> .....	1892	Chapel Hill

Hufham, Walter .....	1918	Chadbourn
Hughes, John Robert.....	1919	Madison
Hunter, Buxton W.....	1888	New Bern
Hunter, Forest V.....	1908	Hendersonville
Hutchins, James A.....	1910	Winston-Salem

## J

Jacocks, Francis Gillam.....	1910	Elizabeth City
*James, Albert Allison.....	1916	Winston-Salem
Jernigan, Rupert .....	1915	Greensboro
Jetton, W. A.....	1912	Davidson
*Jones, Alpheus .....	1915	Warrenton
*Jones, John Barnes.....	1913	Fair Bluff
Jones, J. Hunter.....	1919	Reidsville
Joyner, Joseph Drewry.....	1915	Franklinton
*Justus, William Hicks.....	1887	Hendersonville

## K

Keener, Joseph Bragg.....	1917	Sylva
Keever, James Woodfin.....	1918	Hickory
*Kelly, John Robertson.....	1909	Wilmington
Kendall, Henry Eli.....	1909	Shelby
Kendrick, Thos. Williams, Ph.G..	1919	Charlotte
Kerner, Lewis Clarence.....	1905	Henderson
King, J. R.....	1915	East Durham
Kirby, Kenneth Alexander, Ph.G.	1917	Marion
Kirksey, Lonnie Herman.....	1917	Winston-Salem
Klutz, A. J.....	1918	Greensboro
*Koonce, John Edward.....	1918	Chadbourn

## L

Lafferty, Parks Moore.....	1908	Concord
Landquist, Thomas Eugene.....	1899	Winston-Salem
Layden, E. H.....	1919	Lexington
Leavister, Thomas Otho.....	1917	Raleigh
*Ledbetter, Edmond DeB., Ph.G..	1919	Chapel Hill
* <b>Lee, Parmillus Arten (1918)</b> ...	1906	Dunn
Leggett, Percy O.....	1913	Southport

Leggett, W. A.....	1897	Edenton
Lewis, Horace Reginald.....	1917	Mount Holly
Lewis, Robert B.....	1916	Elkin
*Lewis, Wilson E.....	1919	Mount Olive
Liles, Wayland Andrew.....	1917	Wendell
Loftin, James Urus.....	1913	Rosemary
Lord, Charles A.....	1916	Wilmington
Lunn, Frank Haliburton, Ph.G....	1917	Winston-Salem
Lutz, Horace Cleveland.....	1909	Hickory
Lyon, F. F.....	1916	Oxford
Lyon, O. H.....	1913	Plymouth
*Lyon, Robert P.....	1919	Wadesboro
Lytch, James Edison, Ph.G.....	1916	Rowland

## M

Mabry, Charles Snellings.....	1917	Hamlet
McArthur, Robert Milton, Ph.G..	1917	Winston-Salem
McBane, Thos. Womack.....	1919	Lenoir
*McCraw, William Polk.....	1919	Tarboro
McDaniel, W. A.....	1919	Enfield
McDonald, A. H.....	1919	West Durham
McDonald, L. C.....	1919	Durham
McDuffie, Roger Atkinson, Ph.G.	1915	Greensboro
*McKay, Daniel McNeill.....	1917	Asheville
McKay, Harvey Hooper.....	1918	Dunn
McKeel, Charles Baynor.....	1916	Columbia
McKeel, Charles Baynor, Jr.....	1919	Columbia
McKesson, Louis Walton.....	1902	Statesville
*McKethan, Hector McA.....	1916	Fayetteville
McKinney, William M.....	1915	Ayden
McManus, M. T. Yates.....	1916	Wilmington
McMillan, Benj. F., Jr.....	1919	Lumberton
*McMillan, John D.....	1916	Lumberton
*McMillan, J. L., M.D. (1880)....	1915	Red Springs
McMinn, J. M. (1883).....	1919	Asheville
McMullan, Francis Hunter.....	1918	Asheville
*McNeill, George K.....	1906	Rowland
McNeill, George Raymond.....	1919	Whiteville

Macon, Arthur Boise.....	1918	Salisbury
Malone, Charles Everett.....	1917	Burlington
Mann, J. D.....	1917	High Point
Marley, Fred Harold.....	1913	Old Fort
*Marsh, M. L.....	1902	Concord
Martin, W. S.....	1912	Canton
Matthews, Chas. Emmet.....	1919	Roanoke Rapids
*Matthews, Walter Forest.....	1915	Randleman
Matthews, Walter Sidney.....	1915	Laurinburg
* <b>Matton, George A. (1917)</b> .....	1885	High Point
May, Thomas Hilliard.....	1912	Henderson
*Mayberry, E. B.....	1916	Maxton
Merritt, Nello Harward.....	1916	Chapel Hill
Miles, Morton Clifton.....	1917	Warrenton
Miller, Carl T.....	1916	Wilmington
*Miller, Charles B., Ph.G.....	1890	Goldsboro
Miller, Clarence Mason, Ph.G....	1918	Wallace
*Miller, E. H.....	1914	Mooresville
* <b>Missildine, E. E. (1917)</b> .....	1902	Tryon
Mitchell, Crudup Pendleton.....	1917	Louisburg
*Mitchell, Henry Gother.....	1914	Star
Montague, Geo. W.....	1919	Durham
Moore, Bernice C.....	1906	Wilson
Moose, A. Walter.....	1893	Mount Pleasant
Morgan, Jesse Turlington, Ph.G.	1918	Benson
Morrisette, Calvin B.....	1919	Elizabeth City
Morrison, Matthew Stuart.....	1906	Wilson
*Morrow, Norman.....	1919	Gastonia
Murchison, Ernest Edwin.....	1913	Sanford
Murphy, Charles Lee.....	1917	Salisbury
Murphy, Lonnie Weightman.....	1918	Weldon

## N

Nicholson, A. T.....	1915	Tarboro
*Nicholson, Michael Albright.....	1918	Troy
Nicholson, Thomas H.....	1888	Murfreesboro
*Niestlie, William .....	1887	Wilmington
*Nowell, W. R.....	1913	Wendell

*Nutt, James D. (1880) .....	1916	Wilmington
Nye, Geo. Lannau, Ph.G.....	1919	Orrum

## O

*O'Hanlon, Edward Wilkins.....	1895	Winston-Salem
*Overman, Harold Speight.....	1908	Elizabeth City
Overman, Victor Kent.....	1919	Elizabeth City

## P

Page, Benjamin Franklin, Ph.G..	1906	Raleigh
*Parker, Walter Wellington.....	1915	Henderson
Patterson, Alvis, Ph.G.....	1911	Wilson
Patterson, Wallace Durham.....	1917	Chapel Hill
*Payne, Harry E.....	1916	Wilmington
*Peacock, Moses Alban.....	1918	Benson
*Peele, James F.....	1917	LaGrange
Pemberton, David C.....	1916	Mount Olive
Pemberton, Thomas R.....	1909	Greensboro
Perry, Elijah B.....	1919	Littleton
Pickelsimer, Jesse Benjamin.....	1908	Asheville
Pike, E. L.....	1916	Spring Hope
*Pilkington, George R.....	1898	Pittsboro
Pinnix, John Marshall.....	1917	Kernersville
*Pleasants, F. R.....	1919	Louisburg
Pope, Henry Lennon, Ph.G.....	1908	Lumberton
Powers, L. Bruce.....	1915	Wake Forest
Prior, Jackson L.....	1880	Atlanta, Ga.
*Pritchard, Jas. Manning, Ph.G...	1919	Chapel Hill
*Purcell, S. M.....	1909	Salisbury

## R

Ray, Ervin L.....	1918	Carthage
* <b>Raysor, C. A. (1917)</b> .....	1904	Asheville
*Rea, Verne .....	1911	Durham
Reaves, L. E.....	1915	Raeford
Redding, E. F.....	1919	Lucama
Reid, W. W.....	1906	Sanford
Reinhardt, Robert Lee.....	1919	Forest City



Rheinhardt, Charles Bais.....	1915	West Raleigh
Rhodes, Cader, Ph.G.....	1917	Raleigh
<i>Richardson, L.</i> .....	1880	Greensboro
*Ridenhour, Davidson Giles.....	1917	Mount Gilead
*Rider, Ivan H.....	1918	Winston-Salem
Riggan, Roy Daniel.....	1918	Raleigh
Ring, Clifton A.....	1908	High Point
Ring, W. A.....	1897	High Point
Roberts, Herschel .....	1918	Hendersonville
Robinson, J. Linwood.....	1919	Lowell
*Rogers, Ralph Peel.....	1912	Durham
Rogers, Russell Alfred.....	1918	Oxford
Rogers, William Fletcher.....	1915	Durham
*Rose, Ira Winfield, Ph.G.....	1906	Rocky Mount
Rose, J. L.....	1917	Hendersonville
Rosemond, Jacob Fletcher, Ph.G..	1918	Kinston
Rosenbaum, Carl .....	1916	Tarboro
Rowland, George J.....	1915	Henderson
*Rudisell, Jones Solomon.....	1910	Cliffside

## S

Salling, A. T.....	1912	Wilmington
Sally, W. M.....	1912	Statesville
Sauls, M. M.....	1915	Ayden
Sanders, Andrew J.....	1913	McAdenville
Scott, John M.....	1898	Charlotte
Seawell, Charles Carson.....	1912	High Point
Secrest, Andrew McDowd, Ph.G..	1907	Monroe
Sedberry, Clarence D., Ph.G.....	1888	Fayetteville
Sedberry, H. S.....	1892	Fayetteville
Sessoms, Murray Mansfield.....	1915	Durham
*Shaw, Rufus Sugg.....	1917	Scotland Neck
Shell, Junius E.....	1898	Lenoir
Sheppard, John W., Ph.G.....	1896	Charlotte
*Shelton, C. F.....	1916	Chadbourn
Sheider, George Abbott.....	1917	Asheville
Shook, Eulan .....	1918	Newton
Simpson, Thomas S.....	1916	Winston-Salem

*Sloop, Lonnie Leyburn.....	1919	Elm City
*Smith, Casper .....	1914	Wilson
*Smith, Chas. H.....	1919	Charlotte
Smith, Edward Warren.....	1919	Pilot Mountain
Smith, Fitz Lee.....	1918	Lexington
Smith, Frank S.....	1907	Asheville
Smith, Frank T.....	1888	Franklin
*Smith, J. A.....	1916	Wilmington
Smith, Thomas L.....	1917	Plymouth
*Snuggs, W. H.....	1911	Albemarle
Soler, Alberto, Ph.G.....	1918	Palmarito de Cauto, Oriente, Cuba
Souders, O. Otis.....	1918	Fayetteville
Spencer, John Albert.....	1915	Durham
Spencer, Robert B.....	1916	Rocky Mount
Stainback, Theodore Edgar.....	1915	Kinston
*Stallings, W. Herbert.....	1916	Spring Hope
*Stanback, Thomas Melville.....	1917	Spencer
Stevenson, John Thomas.....	1919	Elizabeth City
Stewart, J. Marcus.....	1916	Charlotte
Stimson, J. H.....	1912	Statesville
Stowe, Charles Dennis.....	1917	Sylva
Stowe, Harry R.....	1912	Charlotte
*Stowe, James P.....	1906	Charlotte
Stowe, Lester H.....	1910	Charlotte
Streetman, John W.....	1919	Marion
Suggs, Robert Bailey.....	1906	Belmont
Suttle, Julius A.....	1919	Lincolnton
Sutton, James Linwood.....	1915	Edenton
Swaringen, DeWitt C.....	1909	China Grove
Sykes, Ralph J.....	1918	Greensboro

## T

*Tarkenton, Edward Lawrence...	1903	Wilson
Tart, D. W.....	1916	Roseboro
Taylor, James Clyde.....	1919	Rosemary
*Taylor, John L.....	1914	Charlotte
Taylor, William P.....	1919	Roanoke Rapids

* <b>Teague, M. Fitz (1919)</b> .....	1917	Asheville
Temple, Jasper Owen.....	1915	Kinston
Thomas, Charles Robert (1901) ..	1911	Thomasville
Thomas, Eugene Ernest.....	1915	Roxboro
*Thomas, E. R.....	1907	Duke
*Thrower, Hiram Eldridge.....	1919	Bladenboro
Tolar, John Hughes, Jr.....	1916	Durham
Toms, Bate Carpenter.....	1919	Salisbury
Townsend, J. H.....	1915	Red Springs
Trotter, J. Robert.....	1917	Salisbury
*Tucker, R. H.....	1919	Reidsville
Tucker, William M.....	1919	High Point
*Tugwell, James B.....	1916	Lillington
Turlington, Jesse Eli, Ph.G.....	1919	Wilson
Turner, Thomas A.....	1915	Durham

## U

*Underwood, James T.....	1918	Asheboro
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## V

<i>Vaughan, P. W., Ph.G</i> .....	1880	Durham
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## W

Walker, Benjamin Wyche.....	1917	Rocky Mount
Walker, C. A.....	1912	Asheville
*Walker, Thomas Arthur.....	1917	Charlotte
Walton, Russell Charles.....	1917	Raleigh
*Warren, Burney Simon.....	1914	Greenville
Warren, Daniel A.....	1917	Statesville
Warren, Lovett A.....	1917	Durham
*Waters, Geo. Walter, Jr., Ph.G...	1910	Goldsboro
*Watson, George Y.....	1904	Southport
Watson, Haywood Parker, Jr...	1917	Winston-Salem
Wearn, W. H.....	1884	Charlotte
Webb, E. L.....	1919	Thomasville
Welborn, William Fowle.....	1919	Lexington
* <b>Welfare, Samuel E. (1917)</b> ....	1906	Winston-Salem
*Wharton, Lee A.....	1915	Gibsonville

*Wheless, Robert Edward Lee.....	1916	Warsaw
*White, Henry Garfield.....	1916	Elm City
White, James I.....	1918	Burlington
White, Julian E.....	1915	Raleigh
White, S. Arthur.....	1916	Mebane
White, Walter Rodwell, Ph.G....	1910	Warrenton
*Whitley, Jesse R.....	1919	Fremont
Wiley, Robert E.....	1917	Southern Pines
Wilkins, William R.....	1918	North Wilkesboro
Williams, Archibald Hunter A....	1916	Oxford
Williams, M. P. ....	1902	Charlotte
<i>Williams, Robert I.....</i>	1880	Raleigh
*Williams, S. W.....	1919	Raleigh
Williams, William Vellie.....	1918	Goldsboro
Wolfe, B. Houston.....	1919	Charlotte
*Wolfe, Carl .....	1919	Waxhaw
Wolfe, Drayton .....	1919	Lincolnton
Wolfe, William Samuel.....	1919	Winston-Salem
*Woodard, E. V.....	1919	Selma
Woolard, Edward W.....	1916	Wilmington
*Worthington, E. C.....	1919	LaGrange
Worthy, F. S.....	1905	Washington

## Y

Young, John .....	1918	Salisbury
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## Z

*Zoeller, Edward Victor, Ph.G....	1880	Tarboro
Zuckerman, Isaac Louis.....	1918	Durham

## ASSOCIATE

Blue, H. L., Jr.....	1918	Fairmont
*Bray, E. G.....	1919	Charlotte
Cecil, Aros Coke, Ph.C.....	1919	High Point
*Charles, Gloma A.....	1919	Biscoe
Cole, S. F.....	1919	Carthage
*Finley, Robert Sylvester.....	1917	Asheville
Fordham, Edward Hugh.....	1919	Greensboro

Mills, John Craton.....	1919	Rutherfordton
Osborne, Percy L.....	1919	Reidsville
Rush, George C.....	1919	Biscoe
Walker, Harvey Wilbur.....	1919	Norlina

## HONORARY

Beal, James Hartley.....	Scio, Ohio
Hynson, Henry P.....	Baltimore, Md.
Kraemer, Henry .....	Detroit, Mich.
Rusby, H. H.....	New York City
Venable, Francis Preston.....	Chapel Hill, N. C.
Williams, John R.....	Raleigh, N. C.
Wooten, Thomas V.....	Chicago, Ill.

## TOTAL MEMBERSHIP

Life Members .....	16
Associate Members .....	11
Honorary Members .....	7
Charter Members .....	13
New Members (1919).....	87
Regular Members.....	353
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Total.....	487

REGISTER OF ACTIVE MEMBERS BY TOWNS

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## ABERDEEN

Carter, Jesse  
Carter, Jesse, Jr.

## ALBEMARLE

Snuggs, W. H.

## APEX

Baucom, A. V.  
Holland, H. O.

## ASHEBORO

Fox, Charles M.  
Underwood, J. T.

## ASHEVILLE

Aiken, L. W.  
Brookshire, G. E.  
Carmichael, W. C.  
Claverie, J. S.  
Cox, M. H.  
Dinwiddie, P. H.  
Finley, R. S. (Assoc.)  
Foster, J. C. C.  
Franklin, O. E.  
Furman, R. L.  
Goode, J. A.  
McKay, D. M.  
McMinn, J. M.  
McMullan, F. H.  
Pickelsimer, J. B.  
Raysor, C. A.  
Rhinehardt  
Shieder, G. A.  
Smith, Frank S.  
Teague, M. F.  
Walker, C. A.

## ATLANTA, GA.

Prior, J. L.

## AYDEN

Edwards, S. M.  
McKinney, W. M.  
Sauls, M. M.

## BELMONT

Sanders, A. J.  
Suggs, R. B.

## BENSON

Gilbert, Loamie  
Morgan, J. T.  
Peacock, M. A.

## BESSEMER CITY

Horsley, H. T.

## BETHEL

Barnhill (Miss) Mabel

## BISCOE

Charle, G. A. (Assoc.)  
Rush, G. C. (Assoc.)

## BLADENBORO

Thrower, H. E.

## BREVARD

Brodie, M. P.

## BRYSON CITY

Bennett, A. M.  
Bennett, K. E.

## BURGAW

Dees, F.

## BURLINGTON

Andrews, R. H.  
Bradley, J. P.  
Henderson, J. L.  
Malone, C. E.  
White, J. I.

## CANTON

Martin, W. S.

## CARRBORO

Merritt, N. H.

## CARTHAGE

Cole, J. F.  
Cole, S. F. (Assoc.)  
Ray, E. L.

## CHADBOURN

Hufham, W.  
Koonce, J. E.  
Shelton, C. F.

## CHAPEL HILL

Beard, J. G.  
Durham, C. T.  
Eubanks, C. L.  
Howell, E. V.  
Ledbetter, E. D.  
Patterson, W. D.  
Pritchard, J. M.

## CHARLOTTE

Bailey, L. A.  
Blair, R. K.  
Bray, E. G. (Assoc.)  
Burwell, G. E.  
Dunn, R. A.  
Edwards, T. N.  
Hand, W. L.  
Kendrick, T. W.

Lynch, N. W.  
Scott, J. M.  
Sheppard, J. W.  
Smith, C. H.  
Stewart, J. M.  
Stowe, H. R.  
Stowe, J. P.  
Stowe, L. H.  
Walker, T. A.  
Wearn, W. H.  
Williams, M. P.  
Wolfe, B. H.

## NORTH CHARLOTTE

Harrison, E. R. V.

## CHERRYVILLE

Allen, H. H.

## CHINA GROVE

Swaringen, DeWitt C.

## CLAYTON

Beddingfield, C. H.

## CLIFFSIDE

Rudisell, J. S.

## CLINTON

Holliday, R. W.

## COLUMBIA

McKeel, C. B.  
McKeel, C. B., Jr.

## CONCORD

Frieze, W. S.  
Goodman, J. F.  
Lafferty, P. M.  
Marsh, M. L.

## CORNELIUS

Guion, C. D.

## CUBA

Soler, Alberto

## DAVIDSON

Goodrum, C. S.

Jetton, W. A.

## DUKE

Fitchett, C. E.

Thomas, E. R.

## DUNN

Grantham, G. K.

Hood, D. H.

Lee, P. A.

McKay, H. H.

Warren, L. A.

## DURHAM

Andrews, F. J.

Bernard, Germain

Boone, D. L.

Coleman, H. G.

Council, C. T.

Haywood, C. L.

McDonald, L. C.

Montague, G. W.

Rea, Verne

Rogers, R. P.

Rogers, W. F.

Sessoms, M. M.

Spencer, J. A.

Tolar, J. H., Jr.

Turner, T. A.

Vaughan, P. W.

Zuckerman, I. L.

## DURHAM, EAST

Boone, J. T.

King, J. R.

## DURHAM, WEST

McDonald, A. H.

## EDENTON

Davis, J. W.

Leggett, W. A.

Sutton, J. L.

## ELIZABETH CITY

Etheridge, S. G.

Jacocks, F. G.

Morrisette, C. B.

Overman, H. S.

Overman, V. K.

Stephenson, J. T.

## ELKIN

Abernethy, J. G.

Cline, J. O.

Lewis, R. B.

## ELM CITY

Sloop, L. L.

White, H. G.

## ENFIELD

Beavans, W. E.

Foster, Caney

Harrison, A. S.

McDaniel, W. A.

## FAIR BLUFF

Jones, J. B.

## FAIRMONT

Blue, H. L., Jr. (Assoc.)

## FOREST CITY

Reinhardt, R. L.

## FOUR OAKS

Cannady, R. C.



FAYETTEVILLE

Byrd, George  
Cook, A. J.  
Cooke, E. S.  
Horne, H. R.  
Horne, W. W.  
McKethan, H. A.  
Sedberry, C. D.  
Sedberry, H. S.  
Souders, O. O.

FRANKLIN

Smith, Frank T.

FRANKLINTON

Joyner, J. D.

FREMONT

Whitley, J. R.

FUQUAY SPRINGS

Elliott, A. G.

GASTONIA

Adams, E. C.  
Morrow, N.

GIBSONVILLE

Wharton, L. A.

GOLDSBORO

Brown, H. C.  
Hill, J. H.  
Miller, C. B.  
Waters, G. W.  
Williams, W. V.

GREENSBORO

Fordham, C. C.  
Fordham, E. H. (Assoc.)  
Gardner, Howard  
Hilton, C. M.

Jernigan, Rupert

Klutz, A. J.  
McDuffie, R. A.  
Pemberton, T. R.  
Richardson, L.  
Sykes, R. J.

GRAHAM

Farrell, R. D.  
Hardee, A. K.

GREENVILLE

Brown, J. K.  
Horne, C. J. O'H.  
Warren, B. S.

HAMLET

Birmingham, J. S.  
Mabry, C. S.

HAW RIVER

Barrett, R. E.

HENDERSON

Crabtree, E. P.  
Culpepper, F. D.  
Dorsey, Melville  
Kerner, L. C.  
May, T. H.  
Parker, W. W.  
Rowland, G. J.

HENDERSONVILLE

Allen, W. O.  
Brooks, J. F.  
Griffith, Wiltshire  
Hesterly, L. E.  
Hunter, F. V.  
Justus, W. H.  
Roberts, Hershel (Assoc.)  
Rose, J. L.

## HICKORY

Keever, J. W.

Lutz, H. C.

Fields, W. L.

Matthews, W. S.

## HIGH POINT

Cecil, A. C. (Assoc.)

Mann, J. D.

Matton, G. A.

Ring, C. A.

Ring, W. A.

Seawell, C. C.

Tucker, W. M.

## LENOIR

Ballew, J. G.

McBane, T. M.

Shell, J. E.

## LEXINGTON

Layden, E. H.

Smith, F. L.

Welborn, W. F.

## HILLSBORO

Andrews, C. M.

Hayes, W. A.

## LILLINGTON

Tugwell, J. B.

## KENLY

Fulghum, R. T.

## LINCOLNTON

Costner, B. P.

Suttle, J. A.

Wolfe, D.

## KERNERSVILLE

Pinnix, J. M.

## LITTLETON

Boyce, J. B., Jr.

Harrison, T. N., Jr.

Perry, E. B.

## KINGS MOUNTAIN

Barnes, E. W.

## KINSTON

Hood, J. C.

Hood, J. E.

Hood, W. D.

Rosemond, J. F.

Stainback, T. E.

Temple, J. O.

## LOWELL

Robinson, J. L.

## LAGRANGE

Adams, R. M.

Peele, J. F.

Worthington, E. C.

## LUCAMA

Redding, E. F.

## LAURINBURG

Blue, A. F.

Fields, J. T., Jr.

## LUMBERTON

McMillan, J. D.

McMillan, B. F., Jr.

Pope, H. L.

## MACON

Bobbitt, A. B.  
Bobbitt, L. M.

## MADISON

Hughes, J. R.

## MARION

Kirby, K. A.  
Streetman, J. W.

## MARSHVILLE

Griffin, B. C.

## MAXTON

Barnes, B. S.  
Clapp, Clarence  
Mayberry, E. B.

## McADENVILLE

Betts, J. R., Jr.

## MARTINSVILLE, VA.

Dodson, Tyrel

## MEBANE

White, S. A.

## MOCKSVILLE

Crawford, E. P.

## MONROE

Blair, S. O.  
Horton, R. W.  
Secrest, A. M.

## MOORESVILLE

Goodman, G. C.  
Miller, E. H.

## MOREHEAD CITY

Chalk, S. A.

## MORGANTON

Davis, E. B.  
Greyer, C. P.  
Riddle, H. L.

## MOUNT AIRY

Hollingsworth, J.

## MOUNT GILEAD

Ridenhour, D. G.

## MOUNT HOLLY

Lewis, H. R.

## MOUNT OLIVE

Lewis, W. E.  
Pemberton, D. C.

## MOUNT PLEASANT

Moose, A. W.

## MURFREESBORO

Nicholson, T. H.

## NEW BERN

Bradham, C. D.  
Duffy, F. S.  
Hunter, B. W.

## NEWTON

Brady, C. A.  
Shook, Eulan

## NORLINA

Haymore, J. B.  
Walker, H. W. (Assoc.)

## NORTH WILKESBORO

Brame, R. M.  
Wilkins, W. R.

## OLD FORT

Marley, F. H.

## ORRUM

Nye, G. L.

## OXFORD

Hancock, F. W.

Herring, R. R.

Lyon, F. F.

Rogers, R. A.

Taylor, J. L.

Williams, A. H. A.

## PILOT MOUNTAIN

Smith, E. W.

## PITTSBORO

Eubanks, J. N.

Pilkington, G. R.

## PLYMOUTH

Lyon, O. H.

Smith, T. L.

## RAEFORD

Reaves, L. E.

## RALEIGH

Beddingfield, E. T.

Birdsong, E. G.

Boon, W. J.

Brantley, J. C.

Buffaloe, T. M.

Byrd, Clement

Coppedge, J. W.

Crabtree, Gilbert

Ellington, C. W.

Faucette, H. F.

Gaddy, H. M.

Hatch, P. R., Jr.

Hicks, H. T.

Leavister, T. O.

Page, B. F.

Rhodes, Cader

Riggan, R. D.

Walton, R. C.

White, J. E.

Williams, R. I.

Williams, S. W.

## RANDLEMAN

Matthews, W. F.

## RED SPRINGS

Graham, J. C.

Grantham, Hiram

McMillan, J. L.

Townsend, J. H.

## REIDSVILLE

Brittain, G. W.

Dailey, R. I.

Gardner, T. L.

Jones, J. H.

Osborne, P. L. (Assoc.)

Tucker, R. H.

## RICH SQUARE

Bolton, J. C.

## ROANOKE RAPIDS

Matthews, C. E.

Taylor, W. P.

## ROBERSONVILLE

Grimes, G. D.

## ROCKY MOUNT

Brame, W. A.

Briles, D. T.

Gorham, R. S.

Hicks, H. L.

Rose, I. W.

Spencer, R. B.

Walker, B. W.

ROSEBORO	SCOTLAND NECK
Tart, D. W.	Shaw, R. S.
ROSEMARY	SELMA
Loftin, J. U.	Harper, C. P.
Taylor, J. C.	Woodard, E. V.
ROXBORO	SHELBY
Brewer, S. O.	Kendall, H. E.
Thomas, E. E.	SILER CITY
ROWLAND	Elkins, V. B.
Barker, E. J.	SMITHFIELD
Lytch, J. E.	Creech, D. H.
McNeill, G. K.	Hood, H. C.
	Hood, T. R.
RUTHERFORDTON	SOUTHERN PINES
Mills, J. C. (Assoc.)	Wiley, R. E.
ST. PAUL	SOUTHPORT
Grantham, L. I.	Leggett, P. O.
	Watson, G. Y.
SALISBURY	SPENCER
Campbell, R. B.	Brown, Chas.
Carter, Samuel	Cooke, H. M.
Carter, Stamey	Dowdy, D. A.
Compton, J. W.	Stanback, T. M.
Higgins, C. M.	
Macon, A. B.	SPRING HOPE
Murphy, C. L.	Pike, E. L.
Purcell, S. M.	Stallings, W. H.
Toms, B. C.	
Trotter, J. R.	STATESVILLE
Young, John	Cashwell, C. D.
	Gray, P. C.
SANFORD	Hall, W. F.
Crabtree, W. A.	McKesson, L. W.
Gurley, D. M.	Sally, W. M.
Murchison, E. E.	Stimson, J. H.
Reid, W. W.	Warren, D. A.

## STAR

Mitchell, H. G.

## SYLVA

Keener, J. B.

Stowe, C. D.

## TARBORO

Cook, R. E. L.

Copeland, R. R.

McCraw, W. P.

Nicholson, A. T.

Rosenbaum, Carl

Zoller, E. V.

## THOMASVILLE

Harville, R. C.

Thomas, C. R.

Webb, E. L.

## TROY

Nicholson, M. A.

## TRYON

Missildine, E. E.

## WADESBORO

Lyon, R. P.

## WAKE FOREST

Davis, J. E.

Powers, L. B.

## WALLACE

Miller, C. M.

## WARRENTON

Burwell, W. A.

Burwell, W. R.

Jones, Alpheus

Miles, M. C.

White, W. R.

## WARSAW

Brown, J. D.

Wheless, R. E. L.

## WASHINGTON

Atwater, G. M.

Etheridge, S. B.

Worthy, F. S.

## WAXHAW

Wolfe, C.

## WELDON

Murphy, L. W.

## WENDELL

Brantley, P. C.

Liles, W. A.

Nowell, W. R.

## WHITAKERS

Burnett, J. P.

Cutchins, J. M., Jr.

## WHITEVILLE

Formyduval, M.

McNeill, G. R.

## WILMINGTON

Bellamy, R. R.

Benson, E. S.

Elvington, D. A.

Fentress, H. L.

Futrelle, W. L.

Green, C. F.

Hardin, E. M.

Hardin, J. H.

Hill, G. W.

Kelly, J. R.

Lord, C. A.

McManus, M. T. Y.

Miller, C. T.  
Niestlie, William  
Nutt, J. D.  
Payne, H. E.  
Salling, A. T.  
Smith, J. A.  
Woolard, E. W.

WILSON

Garner, C. V.  
Herring, N. B.  
Moore, B. C.  
Morrison, M. S.  
Patterson, Alvis  
Smith, C.  
Tarkenton, E. L.  
Turlington, J. E.

WINDSOR

Gurley, W. B.

WINSTON-SALEM

Brame, P. J., Jr.  
Buhmann, W. L.  
Cassel, A. S.  
Fishel, A. L.  
Hopkins, V. O.  
Hutchins, J. A.  
James, A. A.  
Kirksey, L. H.  
Landquist, T. E.  
Lunn, F. H.  
McArthur, R. M.  
O'Hanlon, E. W.  
Rider, I. H.  
Simpson, T. S.  
Watson, H. P., Jr.  
Welfare, S. E.  
Wolfe, W. S.

ZEBULON

Daniel, E. C.  
Harper, C. T.

## ROLL OF VISITORS AT WRIGHTSVILLE MEETING

---

- Bateman, J. R., M.D., Bolivia.  
Bowers, Mrs. James B., Richmond, Va.  
O'Bannon, Mrs. J. B., Asheville.  
Missildine, Mrs. E. E., Tryon.  
Missildine, Miss Eva, Tryon.  
McFaulann, Miss E. S.  
Stern, Alfred, Atlanta, Ga.  
Pilkington, Miss Nellie, Pittsboro.  
Grantham, Miss Pearl, Dunn.  
Grantham, Miss Emily, Dunn.  
Bowers, James B., Richmond, Va.  
Bowers, Miss Elizabeth, Richmond, Va.  
Bowers, Miss Louise, Richmond, Va.  
Foege, John, Jr., Richmond Va.  
Brady, Mrs. Chas. A., Newton.  
Hicks, Mrs. Henry T., Raleigh.  
Savage, Mrs. C. C., Raleigh.  
Pilkington, Miss Myrtle, Pittsboro  
Van Gorder, Mrs. I. R., Elkhart, Ind.  
Hancock, Mrs. F. W., Oxford.  
Cooke, Mrs. H. M., Salisbury  
Wharton, Mrs. Lee T., Gibsonville.  
Kuhn, L., Baltimore, Md.  
Bobbitt, J. H., Statesville.  
Roberts, T. M., Draper.  
Van Gorder, I. R., Elkhart, Ind.  
Kingsbury, W. R., Wilmington.  
Grantham, Mrs. G. K., Dunn.  
Moore, P. Q., Wilmington.  
Hall, J. M., Wilmington  
Bennett, Mrs. K. E., Bryson City.  
Eubanks, Mrs. Clyde, Chapel Hill.  
Daniel, Mrs. E. C., Zebulon.  
Daniel, E. C., Jr., Zebulon.  
Williams, F. J., Durham.  
Williams, Mrs F. J., Durham.  
Ballew, Mrs. J. G., Lenoir.  
Mangham, J. D., Atlanta, Ga.  
Bidgood, Geo. C., Richmond, Va.  
Etheridge, Mrs. S. G., Elizabeth City.  
Woodard, Mrs. E. V., Selma.  
Brown, Mrs. J. D., Warsaw  
Henley, A. L., Greensboro.  
Vanstory, C. L., Greensboro.  
Goodrich, John K., Asheville.  
Bobbitt, Mrs. J. H., Statesville.  
Bobbitt, John S., Statesville.  
Bobbitt, Frances L., Statesville.  
Bobbitt, P. J., Statesville.  
Underwood, W. A., Asheboro.  
Underwood, Mrs. W. A., Asheboro.  
Redding, Mrs. J. O., Asheboro  
Lewis, Mrs. W. E., Mount Olive.  
Dixon, A. E., Fayetteville.  
DeLameter, D. F., Raleigh.  
Kraemer, Henry, Ann Arbor, Mich.  
Gibson, W. Z., Gibson.  
Gibson, Mrs. W. S., Gibson.  
Stoddard, M. M., Richmond, Va.  
Morgan, V. B., Greensboro.  
Price, Mrs. J. A., Greensboro.  
Hall, Mrs. J. M., Greensboro.  
McGowan, Mr. W. A.  
McGowan, Mrs. W. A.  
Beddingfield, Mrs. A. E., Raleigh.  
Leenkuhler, M. J., Baltimore, Md.  
Kershaw, H. T., Baltimore, Md.  
Barker, Mrs. E. J., Rowland.  
Gibson, A. P., Gibson.  
Gibson, Mrs. A. P., Gibson.  
Wolfe, Mrs. Carl, Waxhaw.  
Zoeller, Miss Elizabeth, Tarboro.  
Blomme, J. W., Wilmington.  
Grantham, L. B., Goldsboro.  
Weilman, S. J., Richmond, Va.  
Stern, A. L., Greensboro.  
Hood, Mrs. H. C., Smithfield.  
Aycock, Mrs R. N., Smithfield.  
Hood, Tom A., Smithfield.  
Hood, Jane, Smithfield.  
Edwards, Mrs. S. M., Ayden.  
Dixon, Miss Helen, Ayden.  
Brown, Mrs. John Key, Greenville.  
Brown, Miss Lallah, Greenville.  
Williams, Mrs. S. W., Raleigh.  
Creech, Mrs. D. H., Smithfield.  
Underwood, Mrs. J. T., Asheboro.  
Underwood, Miss Katherine, Asheboro.  
Smith, J., Greer.  
Rowe, John, Raleigh.  
Boone, Mrs. J. T., East Durham.  
Rawls, J. A., New Bern.  
Dees, Mrs. Fred, Burgaw.  
Yearby, A. H., Durham.  
Knox, C. M., Richmond, Va.  
Knox, Mrs. C. M., Richmond, Va.  
Reinheimer, Lee, Richmond, Va.  
Beddingfield, A. E., Raleigh.



McNeill, Ben Dixon, Wilmington.  
Wilkins, J. W., Mount Olive.  
O'Bannon, J. B., Charlotte.  
Ballard, R. J., Greensboro.  
Teague, Mrs. M. F., Asheville.  
Gwathmey, Richard, Richmond, Va.  
Davis, R. C., Richmond, Va.  
Hood, Mrs. J. C., Kinston.  
Perry, Miss Susie, Kinston.

Crabtree, Mrs. W. A., Sanford.  
Rudisill, Mrs. J. A., Cliffside.  
Zoller, Caroline, Wilmington.  
Rawls, Mrs. J. A., New Bern.  
Mayo, John B., New Bern.  
Wheless, R. E. L., Jr., Warsaw.  
Barnby, T. F., Richmond, Va.  
Buck, J. W., Wilmington.  
Hodges, E. H., Wilmington.

## TRAVELING MEN'S AUXILIARY 1919-1920

### OFFICERS

President.....JOHN ROWE  
 Vice-president.....JOHN L. TAYLOR  
 Secretary-treasurer.....LAMBERT KUHN

### ROLL OF MEMBERS

(Data furnished by Secretary Kuhn)

Birch, Frank,	Strauss Cigar Co.,	Richmond, Va. . .
Bateman, W. C.,	H. K. Mulford Co.,	Raleigh, N. C.
Barnby, T. F.,	Horlick's Malted Milk,	Richmond, Va.
Bowers, Jas. B.,	Owens & Minor Drug Co.,	Richmond, Va.
Champion, Roy,	Eli Lilly & Co.,	Greensboro, N. C.
Coppedge, Jas. W.,	W. H. King Drug Co.,	Raleigh, N. C.
Crine, Jos.,	Lee Roy Meyers Cigar Co.,	Savannah, Ga.
DeLameter, Ernest,	Sharp & Dohme,	Greensboro, N. C.
Davis, R. C.,	Richard Gwathmey & Co.,	Richmond, Va.
Foege, John, Jr.,	John Jr. Cigars,	Richmond, Va.
Hicks, Henry T.,	Capudine Co.,	Raleigh, N. C.
Hoft, B. A.,	Powers Taylor Drug Co.,	Richmond, Va.
Kershaw, H. T.,	William Deiches & Co.,	Baltimore, Md.
Kuhn, Lambert,	Robt. M. Green & Sons,	Philadelphia, Pa.
Leemkuhler, M. J.,	Miller Drug Sundry Co.,	Baltimore, Md.
Miles, Ira B.,	William Deiches & Co.,	Baltimore, Md.
Moore, Zeb V.,	John M. Scott & Co.,	Charlotte, N. C.
O'Bannon, J. B.,	John M. Scott & Co.,	Charlotte, N. C.
Rea, Verne,	B. C. Remedy Co.,	Durham, N. C.
Reese, John T.,	El-Ree-So Cigar Co.,	Greensboro, N. C.
Rowe, John,	Eli Lilly & Co.,	Raleigh, N. C.
Richardson, H. S.,	Vick Chemical Co.,	Greensboro, N. C.
Reinheimer, Lee,	Cliff Weil Cigar Co.,	Richmond, Va.
Stoddard, M. W.,	Honey Fruit Gum,	
Stephenson, Miss E.,	Nunnally's Candy Co.,	Atlanta, Ga.
Shipp, F. H.,	Pepsi-Cola Co.,	New Bern, N. C.
Trollinger, E. F.,	Eli Lilly Co.,	Nashville, Tenn.
Taylor, John L.,	Sharp & Dohme,	Charlotte, N. C.
Woodard, Mose,	Capitol City Cigar Co.,	Raleigh, N. C.
Williams, F. J.,	Bodeker Drug Co.,	Richmond, Va.



JOHN ROWE  
RALEIGH  
President Traveling Men's Auxiliary, 1919-1920





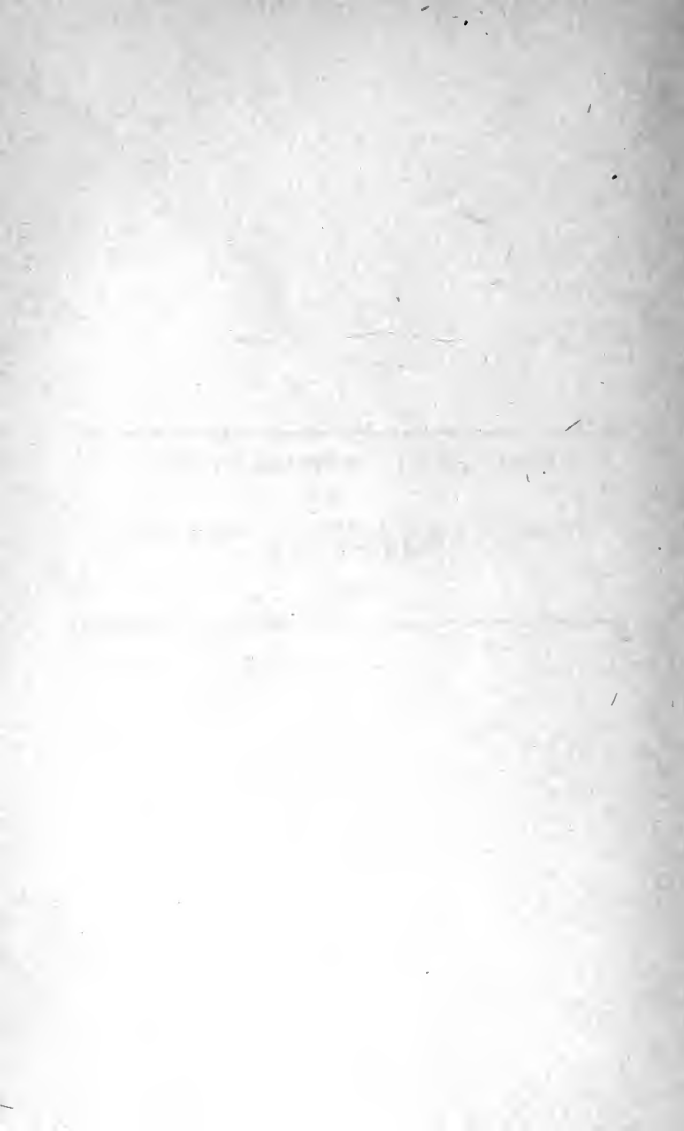
LAMBERT KUHN

CHARLOTTE

Secretary-Treasurer of T. M. A., 1919-1920



Weilman, S. J.,	Straus Cigar Co.,	Richmond, Va.
Watson, Fred A.,	John M. Scott & Co.,	Charlotte, N. C.
Van Gorder, Ira,	Miles Medical Co.,	Elkhart, Ind.
Young, Leslie,	Powers Taylor Drug Co.,	Richmond, Va.
Yearby, Adolph,	Peabody Drug Co.,	Durham, N. C.
Underwood, H. P.,	Upjohn Co.,	Goldsboro, N. C.
Morgan, W. B.,	El-Rees-So Cigar Co.,	Greensboro, N. C.
Lindau, A. M.,	El-Rees-So Cigar Co.,	Greensboro, N. C.
Sterner, A. L.,	El-Rees-So Cigar Co.,	Greensboro, N. C.
Porter, H. R.,	Cliff Weil Cigar Co.,	Richmond, Va.
Henley, A. L.,	Vick Chemical Co.,	Greensboro, N. C.
Vanstory, C. L.,	Vick Chemical Co.,	Greensboro, N. C.
Pierce, W. L.,	John M. Scott & Co.,	Charlotte, N. C.
Henderson, J. R.,	John M. Scott & Co.,	Charlotte, N. C.
Rennie, A. K.,	Smith-Kline-French Co.,	Philadelphia, Pa.
Miller, W. C.,	Bodeker Drug Co.,	Richmond, Va.
Springer, J. A.,	Franklin Caro Co.,	Richmond, Va.
Brame, W. A.,	Sharp & Dohme,	Baltimore, Md.
Wooten, M. F.,	H. M. Wade Mfg. Co.,	Charlotte, N. C.
Lowe, R. W.,	Bodeker Drug Co.,	Richmond, Va.
Bobbitt, J. H.,	Parke Davis & Co.,	Charlotte, N. C.
Rawls, J. A.,	Pepsi-Cola Co.,	New Bern, N. C.
Stern, A.,	Montag Bros.,	Atlanta, Ga.
Bray, E. G.,		Charlotte, N. C.
Smith, R. A.,	Weeks Co.,	Hamilton, Ohio
Dixon, A. E.,	Carolina Ice Cream Co.,	Fayetteville, N. C.
Ballard, R. J.,	Beaufont Co.,	Richmond, Va.
Price, W. H.,	Norwich Phar. Co.,	Norwich, N. Y.
Delameter, E. L.,	W. H. King Drug Co.,	Raleigh, N. C.
Goodrich, J. F.,	B. C. Remedy Co.,	Durham, N. C.
Sherrer, J. G.,	Wiley Candy Co.,	Atlanta, Ga.
Heist, R. D.,	Parke Davis & Co.,	Wilson, N. C.
Milford, C. A.,	M. Wolf & Co.,	Baltimore, Md.
Underwood, W. A.,	Rexall Co.,	Ashboro, N. C.
Richards, T. A.,	Jas. Bailey & Son,	Baltimore, Md.
Barley, A. F.,	Muth Bros.,	Baltimore, Md.
Hinkle, C. C.,	Arctic Ice Cream Co.,	Greensboro, N. C.





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**THIRTY-EIGHTH ANNUAL REPORT**  
**OF THE**  
**NORTH CAROLINA BOARD OF**  
**PHARMACY**  
**1919**

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# NORTH CAROLINA BOARD OF PHARMACY

## Members and Organization, 1919-1920

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Commissioned by His Excellency, the Governor of  
North Carolina

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E. V. ZOELLER, Tarboro.....Term expires April 28, 1922  
F. W. HANCOCK, Oxford.....Term expires April 28, 1924  
W. W. HORNE, Fayetteville.....Term expires April 28, 1920  
C. P. GREYER, Morganton.....Term expires April 28, 1921  
F. S. SMITH, Asheville.....Term expires April 28, 1923

### PRESIDENT

EDWARD V. ZOELLER.....Tarboro

### SECRETARY-TREASURER

F. W. HANCOCK.....Oxford

### ATTORNEY

B. S. ROYSTER.....Oxford

REPORT OF F. W. HANCOCK  
Secretary-Treasurer North Carolina  
Board of Pharmacy

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OXFORD, N. C., June 1, 1919.

To His Excellency,

THOMAS WALTER BICKETT, *Governor*,  
Raleigh, N. C.

Sir:

I have the honor to submit to your Excellency and to the North Carolina Pharmaceutical Association, in compliance with section 9 of the North Carolina Pharmacy Law, a report of the proceedings of the North Carolina Board of Pharmacy for the year ending May 31, 1919.

The ninety-first (91st) meeting of the Board was held at Raleigh, June 11 and 12, 1918, with all of its members present.

Mr. Frank S. Smith, of Asheville, presented his commission from the Governor as a member of the Board of Pharmacy for a term of five years from April 28, 1918, to April 28, 1923. Attached to said commission was the prescribed oath of office taken before the Clerk of the Superior Court of Buncombe County, North Carolina. A cordial welcome having been extended to him he entered upon the duties of his office. On account of the war and the large number of drug clerks in France and the various training camps in this country, only thirteen (13) candidates appeared before the Board for examination. The following eleven (11) candidates were successful:

Brame, Peter Joyner, Jr., Winston-Salem.

Mull, Jacob Ernest, Morganton.

Morgan, Jesse Turlington, Benson.

Pritchard, James Manning, Chapel Hill.

Solo, Alberto, Cuba.

Roberts, Herschel, Alexander.

Creech, Seth, Benson.

Rosemond, Jacob Fletcher, Hillsboro.

Richardson, John Darius (colored), Salisbury.

Shook, Eulon, Newton.

Currie, Angus D., Newport News, Va.

Mr. Currie, having already passed on all other branches, took only the practical work to effect reciprocity with Virginia.

On account of the war and the new prerequisite requirements there were so few applications for examination that the usual November examination was not held in 1918.

#### NO PROSECUTIONS

Because of the scarcity of registered pharmacists, due largely to war conditions and the prerequisites for taking the examinations, the Board has not done very much inspection work during the war period. There were, therefore, no prosecutions during the year. But now that peace has come and our young pharmacists are returning to their homes, and business conditions are becoming adjusted, the Board will resume thorough inspection work and will see that the requirements of the law are enforced.

The Secretary-Treasurer has made inspections during the year in Wadesboro, Salisbury, Greensboro, Youngsville, Goldsboro, and Franklinton, and has adjusted a number of minor violations through correspondence.

The following registered pharmacists, failing to renew their licenses, were removed from the register, in accordance with section 19 of the pharmacy law:

Allison, T. B., Asheville.

Carter, E. R. (colored), Winston-Salem.

Eubanks, J. V., Gastonia.

Gallaway, C. E., Mount Airy.

Haley, W. E. (colored), Winston-Salem.

Herndon, M. D., Durham.

Kerr, James, Greensboro.

Martin, B. M., Washington, D. C.

Moore, W. H., Wilmington.

Sapp, Dr. L. L., Milton.

Sappenfield, W. A., Concord.

Scoggin, L. A., Concord.

Stroud, Dr. O. B., Ore Hill.

Soler, Alberto, Cuba.

Williston, J. T. (colored), Fayetteville.

Zeigler, J. A., Ahoskie.

The following physicians holding permits to conduct drug stores, failing to renew their permits, were dropped from the list in accordance with section 19 of the pharmacy law:

Brown, Dr. Pressly Robinson, Swepsonville, Alamance county.  
Peele, Dr. John Henry, Faith, Rowan county.  
Flynt, Dr. Solomon Spainhour, Rural Hall, Forsyth county.  
Parks, Dr. William Major, Seven Springs, Wayne county.  
Beasley, Dr. Edward Bruce, Fountain, Pitt county.  
Stone, Dr. Westley Monroe, Dobson, Surry county.  
Matthews, Dr. Martin Luther, Cameron, Moore county.  
Price, Dr. Herman Leonidas, Oakboro, Stanly county.  
Parker, Dr. Carl Putnam, Garysburg, Northampton county.

Permits to conduct drug stores in towns and villages of five hundred inhabitants or less, were issued to the following physicians:

Shamburger, Dr. John Burney, Star, Montgomery county.  
Long, Dr. Miles Thompson, Newland, Avery county.  
Smith, Dr. George Adam, Black Creek, Wilson county.  
Carr, Dr. Ransom Lee, Rose Hill, Duplin county.  
Proffitt, Dr. Thomas Jefferson, Elk Park, Avery county.  
Palmer, Dr. Horace, Hollister, Warren county.  
Boyles, Dr. Memory Ford, Worth, Gaston county.  
Woodard, Dr. Albert Gideon, Princeton, Johnston county.

Copies of original certificates were issued to the following:

Allen, Chas. H., High Point.  
Deitz, Ralph Y., Manning, S. C.  
Pearsall, A. L., Nashville, Tenn.  
Weatherly, A. E., Greensboro..

The following pharmacists were re-registered:

McCauley, Maurice Edward, Oakboro, N. C.  
McDonald, Alexander Milton, Raleigh, N. C.  
Furman, Henry Otis, Oxford, N. C.  
Pearsall, Algernon Lee, Nashville, Tenn.  
Ancrum, Edward W. (colored), Winston-Salem, N. C.  
McIntosh, J. B. S., Canton, N. C.  
Eagles, John Lorenzo (colored), Charlotte, N. C.

The following pharmacists were registered in other States by reciprocity from this State:

Arps, P. M., Virginia.  
Pearsall, A. L., Tennessee. .

The following pharmacists have registered in other States by reciprocity since the last meeting of the association:

Cooke, David Bennett (colored), Durham, from Tennessee.

Heflin, Dan Hugh, Raleigh, from Texas.

Hunt, Wm. Scott, Oxford, from Virginia.

Jetton, Robert Monroe, Davidson, from Georgia.

Marble, Harriet Beecher Stowe (colored), Greensboro, from Oklahoma.

O'Brien, Joseph Ignatius, Pinehurst, from Massachusetts.

Pence, Lawrence Neff, Leaksville, from Virginia.

Shieder, George Abbott, West Asheville, from Georgia.

Sugg, Arthur Mason, Spencer, from Georgia.

Toms, E. Reed, Wilmington, from Georgia.

The following druggists responded to their country's call and are placed upon the honor roll:

E. C. Adams, Gastonia.

W. O. Allen, Hendersonville.

R. H. Andrews, Chapel Hill.

L. A. Bailey, Charlotte.

J. P. Baker, Raleigh.

H. D. Baker, Raleigh.

H. A. Barnes, Maxton.

F. R. Bell, Beaufort.

Q. T. Bilbro, Greenville.

W. H. Bingham, Concord.

G. S. Blackwelder, Hickory.

L. M. Bobbitt, Warren Plains.

R. J. Boaz, Burlington.

Brem Bonner, Hickory.

W. A. Burwell, Warrenton.

A. B. Butler, Roseboro.

G. E. Brookshire, Asheville.

J. C. Chappell, Raleigh.

O. G. Coppedge, Raleigh.

J. B. Coppedge, Raleigh.

G. M. Cox, Lowell.

L. C. Crater, Elkin.

Seth Creech, Benson.

E. T. Crews, Oxford.

T. A. Crowell, Monroe.

Dr. E. L. Dameron, Star.

J. W. Davis, Edenton.

S. G. Etheridge, Elizabeth City.

R. C. Faulconer, Sanford.

W. P. Faucette, Raleigh.

H. F. Faucette, Raleigh.

A. L. Fishel, Winston-Salem.

Nathan Finkelstein, Wilmington.

W. M. Fowlkes, Hamlet.

R. L. Furman, Asheville.

P. D. Gattis, Raleigh.

R. L. Gooch, Oxford.

J. C. Graham, Jr., Red Springs.

B. C. Griffin, Marshville.

Wiltshire Griffith, Hendersonville.

C. D. Guion, Cornelius.

E. M. Hardin, Wilmington.

G. E. Hayes, Granite Falls.

L. E. Hesterly, Hendersonville.

J. K. Hollowell, New Bern.

F. L. Hooper, Sylva.

J. B. Hunter, Charlotte.

G. A. Iseley, Burlington.

R. W. Jernigan, Chapel Hill.

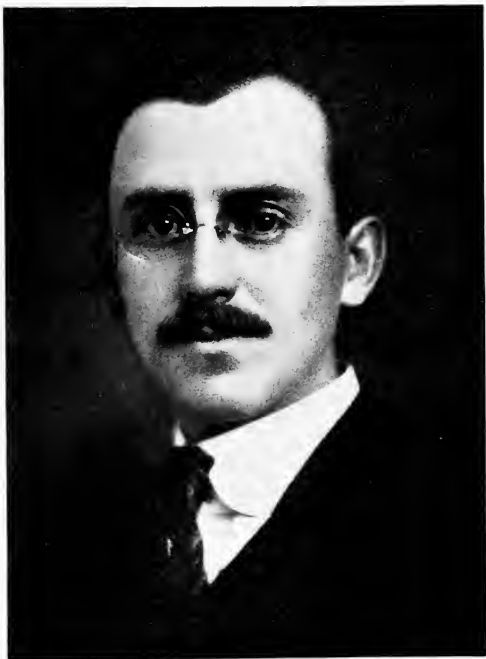
W. L. Johnson, Greensboro.

J. B. Keever, Sylva.

K. A. Kirby, Marion.

L. H. Kirksey, Winston-Salem.

M. I. Lasley, Winston-Salem.



KELLY EDMOND BENNETT, Ph. G.

Former State Senator from the Thirty-seventh District, and the Newly  
Elected Member of the North Carolina Board of Pharmacy





W. A. Liles, Wendell.	S. H. Reid, Washington.
N. W. Lynch, Charlotte.	A. T. Salling, Wilmington.
E. DeB. Ledbetter, Chapel Hill.	B. P. Scruggs, Rutherfordton.
C. E. Malone, Burlington.	M. M. Sessoms, Windsor.
T. W. McBane, Graham.	N. J. Silverman, Wilmington.
J. W. McKay, Asheville.	H. R. Stowe, Charlotte.
M. T. Y. McManus, Wilmington.	P. C. Stratford, Haw River.
B. F. McMillan, Jr., Red Springs.	W. E. Tate, Asheville.
D. N. Middleton, Hot Springs, Va.	J. A. Trent, Greensboro.
C. M. Miller, Wallace.	T. A. Turner, Durham.
A. G. Millican, Wilmington.	B. M. Tuttle, Weldon.
J. A. Mills, Tabor.	G. T. Tyson, Greensboro.
H. G. Mitchell, Star.	C. E. Walker, Morganton.
A. L. Moir, Leakesville.	B. W. Walker, Rocky Mount.
M. C. Miles, Warrenton.	B. S. Warren, Greenville.
H. C. Newsom, Wilmington.	G. A. Westbrook, Winston-Salem.
D. C. Pemberton, Mount Olive.	Luther White, New Bern.
F. H. Pender, Tarboro.	J. D. Whitehead, Jr., Rocky Mount.
A. S. Pope, Weldon.	J. R. Whitley, Fremont.
J. C. Powell, Fairmont.	L. R. Wilson, Gastonia.
L. A. Reeves, Chapel Hill.	

NOTE—Any druggist who was in the service whose name does not appear here will please notify the Secretary.

On motion the Board recommended the following changes or amendments to the pharmacy law and respectfully request that the said recommendations be referred to the Legislative Committee with request that they use their best efforts to have them enacted into law:

1. That there be two grades of certificates, one known as that of a licensed pharmacist and the other as that of a licensed assistant pharmacist.

2. That the fee for candidates taking the examination be increased from \$5 to \$10.

3. That the fee for issuing permits to physicians to conduct drug stores in towns of 500 inhabitants or less be increased from \$3 to \$10.

4. That the per diem for members of the Board while in attendance upon Board meetings be increased from \$5 to \$10.

The following pharmacists from the registered list have died during the year:

J. F. Andrews, (Killed in action), Durham.	C. B. Gallant, Charlotte. W. H. Herring, Clinton.
Penrose Baldwin, Asheville.	G. F. McGhee, Raleigh.
N. L. Beech, Jr., (Killed in action), Morganton.	W. C. Munds, Wilmington. F. H. Robertson, Roanoke Rapids.
D. S. Blue, Spring Hope.	Dr. M. E. Robinson, Goldsboro.
M. P. Brodie, Brevard.	C. N. Simpson, Jr., Monroe.
F. L. Costner, Charlotte.	J. N. Thomas, Warrenton.
Lee Davenport, Washington.	

Total number of registered pharmacists.....	1031
Total number of physicians holding permits.....	51
Total number of candidates examined.....	12
Total number of candidates licensed by examination.....	10
Total number of candidates licensed by reciprocity.....	10

I hereby submit report of receipts and disbursements for the current year, as follows:

NORTH CAROLINA BOARD OF PHARMACY IN ACCOUNT  
WITH F. W. HANCOCK, Secretary-Treasurer

1918	CR.	
6- 1—By balance on hand.....		\$1,327.93
6-12—By amount received from 13 candidates examined.....		65.00
10-31—By amount received from pharmacists renewal licenses		1,940.00
10-31—By amount received from physicians permit renewals..		94.00
1919		
5-31—By amount received from physicians permits issued....		24.00
5-31—By amount received from re-registration fees.....		21.60
5-31—By amount received from registration by reciprocity....		180.00
5-31—By amt. rec'd from fees for copies of original certificates		4.00
Total.....		\$3,655.93

1918	DR.	
6- 5—To amount paid Raleigh postoffice—postage stamps....		6.00
6-12—To amount paid E. V. Zoeller, per diem and expenses attending board meeting.....		59.22
6-12—To amount paid W. W. Horne, per diem and expenses attending board meeting.....		38.00
6-12—To amount paid C. P. Greyer, per diem and expenses attending board meeting.....		50.72
6-12—To amount paid F. S. Smith, per diem and expenses attending board meeting.....		68.97
6-12—To amount paid F. W. Hancock, per diem.....		30.00

6-12—To amount paid Miss Laura Powell, typewriting.....	5.00
6-12—To amount paid W. D. Terry, janitor Capitol building....	5.00
6-12—To amount paid Southern Express Co., expressage.....	.39
6-25—To amount paid Raleigh postoffice, stamps.....	6.00
6-28—To amount paid Southern Express Co., express.....	.39
7- 1—To amount paid Alfred Williams Co., stationery.....	.60
7- 8—To amount paid Raleigh postoffice, box rent.....	1.00
7-16—To amount paid Southern Express Co., expressage.....	.31
7-25—To amount paid Raleigh postoffice, postage.....	10.00
7-29—To amount paid Southern Express Co., expressage.....	.47
7-30—To amount paid Geo. Hunter, janitor A. and E. College..	3.90
8- 5—To amount paid Raleigh postoffice, stamps.....	3.50
8- 6—To amount paid James E. Theim, stationery.....	2.90
8-24—To amount paid Oxford postoffice, stamps.....	2.00
8-28—To amount paid W. T. Terry, rubber stamps.....	1.90
8-29—To amount paid Oxford Orphanage, printing.....	16.00
8-30—To amount paid Oxford postoffice, stamps.....	30.00
9- 1—To amt. paid Edwards and Broughton Ptg. Co., printing	39.75
9-12—To amount paid Oxford postoffice, stamps.....	12.00
9-25—To amount paid Raleigh postoffice postage.....	6.00
10- 2—To amount paid Raleigh postoffice, box rent.....	1.00
10- 5—To amount paid Oxford postoffice, stamps.....	12.00
10- 7—To amount paid American Surety Co., treas. bond.....	4.90
10-26—To amount paid Western Union Telegraph Co., telegrams	1.42
11- 2—To amount paid Raleigh postoffice, stamps.....	3.50
11-14—To amount paid Queen City Printing Co., printing reports	25.50
11-17—To amount paid Oxford postoffice, stamps.....	3.00
11-25—To amount paid Western Union Telegraph Co., telegrams	.65
11-29—To amount paid Gen. B. S. Royster, attorney's fee.....	25.00
11-29—To amount paid Raleigh postoffice, stamps.....	3.25
12-10—To amount paid Raleigh postoffice, postage.....	3.56
12-19—To amount paid Oxford Orphanage, printing.....	5.50
12-30—To amount paid Raleigh postoffice, stamps.....	3.50

## 1919

1- 9—To amount paid Raleigh postoffice, box rent.....	1.00
1-22—To amount paid Raleigh postoffice, stamps.....	4.60
1-29—To amount paid Oxford Orphanage, printing.....	4.25
2-15—To amount paid Raleigh postoffice, postage.....	4.00
3- 1—To amount paid National Ass'n Boards of Pharmacy, dues	25.00
3-25—To amount paid Raleigh postoffice, stamps.....	4.50
4- 2—To amount paid Raleigh postoffice, box rent.....	1.00
4-27—To amount paid Raleigh postoffice, stamps.....	6.55
5- 1—To amount paid Oxford postoffice, postage.....	4.00
5- 1—To amount paid Reid and Smith, printing.....	2.75

5- 9—To amt. paid Edwards and Broughton Ptg. Co., printing	12.25
5-25—To amount paid Raleigh postoffice, stamps.....	5.90
5-31—To amt. pd. F. W. Hancock, State and county fees for com.	3.00
5-31—To amt. pd. F. W. Hancock, supplies, etc., practical ex....	6.10
5-31—To traveling expenses for inspection work (F. W. H.) for October, 1918.....	16.50
5-31—To per diem for inspection work (F. W. H.) for October, 1918 .....	20.00
5-31—To traveling expenses for inspection work (F. W. H.) for November, 1918.....	20.50
5-31—To per diem for inspection work (F. W. H.) for Novem- ber, 1918.....	20.00
5-31—To traveling expenses for inspection work (F. W. H.) for April, 1919.....	14.10
5-31—To per diem for inspection work (F. W. H.) for April, 1919 .....	20.00
5-31—To expenses for inspection work (F. W. H.) for May, 1919 .....	9.90
5-31—To per diem for inspection work (F. W. H.) for May, 1919 .....	10.00
5-31—To salary as secretary-treasurer for year ending May, 31, 1919.....	600.00
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	\$1,305.00
5-31—To balance on hand.....	2,350.93
	<hr/>
	\$3,655.93

Respectfully submitted,

F. W. HANCOCK,  
*Secretary-Treasurer.*

## NORTH CAROLINA BOARD OF PHARMACY

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### By-Laws

Two regular meetings of the Board for the Examination of candidates and for such other business as may come before them shall be held every year in the City of Raleigh at such dates as may be fixed by the Board.

Special meetings may be held when called by the President, or on written request of three members of the Board at such times and places as may be stated in the call. At special meetings, only the business stated in the call shall be considered.

The officers of the Board shall consist of a President and a Secretary-Treasurer. The terms of these officers shall run through the period of their membership of the Board, unless the Board should desire to end the terms of either or both sooner.

The President shall have general supervision of the business and examinations, and with the Secretary-Treasurer shall report at every regular meeting the matters that have had attention since the last meeting.

The Secretary-Treasurer shall be the executive officer to perform such duties as are imposed upon him by the Pharmacy Act, and such others as the Board from time to time may direct. At every regular meeting he shall furnish a detailed statement of all receipts and expenditures for approval, and at each annual meeting a complete financial statement of the past fiscal year's business. He shall furnish bond in an approved surety company for one thousand dollars, the premiums to be paid by the Board, for the faithful collection and disbursing of all funds coming into and passing from his hands. The bond should be filed with and remain in the custody of the President. He shall be the custodian of the books and papers of the Board, and at each annual meeting present an inventory of all the property in his care. This responsibility of a Secretary-Treasurer going out of office shall not be ended until he shall present to the Board a receipt from his successor for said property.

No By-Laws or Rule of the Board shall be added to, changed or suspended without the concurrence of three members at a regular meeting.

## Business Order

Roll call and *pro tem.* appointments.  
Reading and approving minutes.  
Miscellaneous communications.  
Reports of officers and committees.  
Special orders.  
Unfinished business.  
New business.  
Choosing place and time of next meeting.  
Adjournment.

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## Rules for the Government of the North Carolina Board of Pharmacy

Examinations shall be mainly written, and divided under four heads, namely:

1. Materia Medica, Posology, and Toxicology, with identification of vegetable and animal drugs.
2. Theoretical Pharmacy.
3. Practical Pharmacy, including prescription criticism and reading, with identification of galenicals.
4. Pharmaceutical Chemistry, with identification of chemicals.

Written questions shall be arranged as nearly as practicable into ten main questions under each head, with sub-questions.

For the purpose of grading or rating, answers to questions shall be valued by marks or points based on their importance, as determined by the judgment of the examiner.

A general average of seventy-five per cent., with not less than sixty per cent. under any head or department, shall be required to pass.

No application for registration, license or permit, shall be considered, unless made out, and duly sworn to, upon the official form of the Board, and accompanied by the required fee.

LIST OF REGISTERED PHARMACISTS IN  
NORTH CAROLINA

Revised June 1, 1919

## A

1. Abernethy, J. G.....Lenoir
2. Adams, J. L.....Gastonia
3. Adams, E. C.....Gastonia
4. Adams, R. McC.....LaGrange
5. Aiken, J. H.....Hickory
6. Aiken, L. W.....Asheville
7. Aldhiser, H. H.....Broadway, Va.
8. Alexander, O. T.....Asheville
9. Allen, C. H.....Star
10. Allen, W. W.....Hendersonville
11. Allen, H. H.....Shelby
12. Allen, W. O.....Hendersonville
13. Amiss, J. T.....Asheville
14. Ancrum, E. W. (col.).....Winston-Salem
15. Anderson, J. M.....New Bern
16. Andrews, C. M.....Hillsboro
17. Andrews, J. P.....Albemarle
18. Andrews, R. H.....Chapel Hill
19. Andrews, W. T.....Fairmont
20. Arps, P. M.....Plymouth
21. Ashcraft, H. C.....Marshville
22. Ashcraft, L. C.....Washington, D. C.
23. Ashford, A. J.....Kinston
24. Atwater, G. M.....Elizabeth City
25. Austin, T. E.....Roxboro
26. Avinger, N. S.....Rocky Mount

## B

27. Bailey, L. A.....Charlotte
28. Baker, J. P.....Bartlesville, Okla.
29. Baker, H. D.....Bartlesville, Okla.

30. Balance, J. R.....Aurora
31. Ballew, J. G.....Lenoir
32. Banner, John.....Mount Airy
33. Barham, W. K.....Warrenton
34. Barker, Wm. R.....Salisbury
35. Barker, E. J.....Rowland
36. Barker, W. B.....Greensboro
37. Barkley, D. E.....Franklinton
38. Barnes, B. S.....Maxton
39. Barnes, E. W.....Kings Mountain
40. Barnes, H. A.....Maxton
41. Barnhill, W. L.....Morehead City
42. Barnhill, Miss Mabel.....Bethel
43. Barrett, A. F.....Burlington
44. Barrett, R. E.....Burlington
45. Bateman, W. C.....Raleigh
46. Battle, J. P., M.D.....Nashville
47. Baucom, A. V.....Apex
48. Beard, J. G.....Chapel Hill
49. Beavans, W. E.....Enfield
50. Beck, R. T.....Germanton
51. Beddingfield, E. T.....Raleigh
52. Beddingfield, C. H.....Clayton
53. Bell, H. M.....Windsor
54. Bell, F. R.....Beaufort
55. Bellamy, R. R.....Wilmington
56. Bennett, K. E.....Bryson City
57. Bennett, A. M., M.D.....Bryson City
58. Benson, E. S.....Wilmington
59. Berg, Jens .....Southport
60. Bernard, Germain.....Durham
61. Betts, J. R.....Macon
62. Betts, J. R., Jr.....Macon
63. Betts, J. A.....Charlotte
64. Bigby, G. F.....Anderson, S. C.
65. Biggs, W. H.....Williamston
66. Biggs, J. W.....Williamston
67. Biggs, Sylvester .....Rockingham



68. Bilbro, Q. T.....Greenville
69. Bingham, W. H.....Concord
70. Birdsong, E. G.....Raleigh
71. Birmingham, J. S.....Parkton
72. Bizzell, F. B.....Kinston
73. Blackwelder, G. S.....Hickory
74. Blair, R. K.....Charlotte
75. Blair, S. O.....Monroe
76. Blair, C. W. (col.).....Gastonia
77. Blake, J. H.....Asheville
78. Bland, D. L. (col.) .....Charlotte
79. Blauvelt, W. H.....Asheville
80. Blue, A. F.....Laurinburg
81. Blythe, E. W.....Brevard
82. Boaz, R. J.....Burlington
83. Bobbitt, A. B.....Macon
84. Bobbitt, L. M.....Macon
85. Bobbitt, J. H.....Statesville
86. Boddie, S. P.....Louisburg
87. Bogue, A. G.....Fremont
88. Bolton, J. C.....Rich Square
89. Bonner, Brem .....Hickory
90. Bonner, Robert .....Hickory
91. Boon, W. J.....Raleigh
92. Boone, D. L.....Durham
93. Boone, J. T.....East Durham
94. Bost, J. E.....Atlanta, Ga.
95. Boyce, J. B., Jr.....Warrenton
96. Bradham, C. D.....New Bern
97. Bradley, Augustus .....Burlington
98. Bradley, J. P.....Burlington
99. Bradsher, W. D.....Oxford
100. Brady, C. A.....Newton
101. Brame, P. J., Jr.....Winston-Salem
102. Brame, R. M.....North Wilkesboro
103. Brame, W. A.....Rocky Mount
104. Brandon, N. C.....Yanceyville
105. Brantley, P. C.....Wendell

- 106. Brantley, J. C.....Raleigh
- 107. Brewer, S. O.....Roxboro
- 108. Briles, D. T.....Fayetteville
- 109. Brinkley, J. H.....New Bern
- 110. Brittain, G. W.....Reidsville
- 111. Brooks, J. F.....Hendersonville
- 112. Brookshire, G. E.....Asheville
- 113. Brown, B. W.....Petersburg, Va.
- 114. Brown, J. D.....Warsaw
- 115. Brown, T. J. (col.).....Winston-Salem
- 116. Brown, Charles .....Burlington
- 117. Brown, J. K.....Greenville
- 118. Brown, H. C.....Goldsboro
- 119. Brown, C. M., M.D.....Washington
- 120. Browning, H. R.....Littleton
- 121. Bruce, Jefferson .....Hot Springs
- 122. Bryan, J. W.....Greenville
- 123. Bryant, W. D.....Tarboro
- 124. Buffaloe, J. M.....Raleigh
- 125. Buhmann, Walter .....Winston-Salem
- 126. Bullock, T. C., M.D.....Autryville
- 127. Bunting, J. H.....Wilmington
- 128. Burnett, B. J. (col.).....Rocky Mount
- 129. Burnett, J. P.....Whitakers
- 130. Burton, J. E.....Lompoc, Cal.
- 131. Burwell, W. R.....Charlotte
- 132. Burwell, G. E.....Charlotte
- 133. Burwell, W. A.....Warrenton
- 134. Butler, R. F.....New Bern
- 135. Butler, A. B.....Roseboro
- 136. Byrd, Clement .....Biltmore
- 137. Byrd, George .....Fayetteville

## C

- 138. Caldwell, P. G.....Gastonia
- 139. Callahan, James .....Winston-Salem
- 140. Campbell, H. T.....Hickory
- 141. Campbell, R. B.....Taylorsville

142. Canaday, R. C.....Four Oaks
143. Canaday, W. A.....Raleigh
144. Cannaday, W. H.....Benson
145. Cannon, C. L.....Robersonville
146. Capehart, C. T.....Charlotte
147. Cardwell, G. W., M.D. (col.).....Elizabeth City
148. Carmichael, W. C.....Asheville
149. Carpenter, O. B.....Stanly
150. Carpenter, F. L.....Kings Mountain
151. Carpenter, R. E.....Shelby
152. Carter, Jesse .....Aberdeen
153. Carter, Jesse, Jr.....Aberdeen
154. Carter, Samuel .....Salisbury
155. Carter, Stamey .....Salisbury
156. Cashwell, C. D.....Statesville
157. Cassel, A. S.....Wilkesboro
158. Cate, A. S.....Greensboro
159. Caton, E. J.....Charlotte
160. Chalk, S. A.....Morehead City
161. Champion, Roy .....Greensboro
162. Chapman, D. S.....Durham
163. Chappell, J. C.....Raleigh
164. Cheek, G. B.....Durham
165. Cherry, J. L.....Sanford
166. Cherry, W. C.....Winston-Salem
167. Chesnutt, J. M.....Clinton
168. Christian, J. B. (col.).....Winston-Salem
169. Clapp, Clarence .....Newton
170. Clark, H. T.....Scotland Neck
171. Clark, C. B.....West Durham
172. Claverie, J. S. (reciprocity, La.).....Asheville
173. Cline, H. E.....Baltimore, Md.
174. Cline, J. O.....Asheville
175. Cole, J. F.....Carthage
176. Coleman, H. G.....Durham
177. Compton, J. W.....Salisbury
178. Congdon, G. G.....Phoebe, Va.
179. Conyers, Z. V.....Greensboro

180. Cook, A. J.....Fayetteville
181. Cook, R. E. L.....Tarboro
182. Cooke, D. B. (col.) (reciprocity, Tenn.).....Durham
183. Cooke, H. M.....Spencer
184. Cooke, E. S.....Fayetteville
185. Cooper, H. S. S.....Weldon
186. Cooper, J. B.....Statesville
187. Copeland, R. R.....Tarboro
188. Coppedge, J. W.....Raleigh
189. Coppedge, O. G.....Raleigh
190. Coppedge, J. B.....Raleigh
191. Costner, B. P.....Lincolnton
192. Costner, F. L.....Charlotte
193. Council, C. T.....Durham
194. Cox, L. H.....Belmont
195. Cox, M. H.....Asheville
196. Cox, G. M.....Lowell
197. Cox, C. L.....Clinton
198. Cox, B. T., M.D.....Winterville
199. Crabtree, C. A.....East Durham
200. Crabtree, Gilbert.....Raleigh
201. Crabtree, E. P.....Henderson
202. Crane, C. H.....Charlotte
203. Cranmer, J. B., M.D.....Chapel Hill
204. Crater, C. L.....Elkin
205. Craven, C. H.....West Asheville
206. Crawford, E. P.....Mocksville
207. Creech, D. H.....Smithfield
208. Creech, Seth.....Benson
209. Crews, E. T.....Oxford
210. Croom, R. D.....Maxton
211. Crowell, T. A.....Monroe
212. Culpepper, F. D.....Louisburg
213. Currie, A. D.....Newport News, Va.
214. Curtis, G. C.....Atkinson
215. Cutchin, J. M., Jr.....Whitakers

## D

216. Dailey, R. I. .... Reidsville
217. Damerson, E. L., M.D. .... Star
218. Daniel, E. C. .... Zebulon
219. Daniel, F. L. (col.) .... Salisbury
220. Davenport, P. E. .... Plymouth
221. Davidson, J. M. .... Haw River
222. Davis, George, M.D. .... Beaufort
223. Davis, J. E. .... Wake Forest
224. Davis, J. W. S. .... Andrews
225. Davis, E. M. .... Roxboro
226. Davis, I. I., Jr. .... Concord
227. Davis, J. R. .... Marion
228. Davis, K. W. .... Greensboro
229. Davis, H. E. .... Andrews
230. Davis, J. W. .... Edenton
231. Davis, E. B. .... Morganton
232. Dawson, B. T. .... Tarboro
233. Dawson, M. P. .... Rocky Mount
234. Dees, Fred .... Pikeville
235. Deitz, R. Y. .... Statesville
236. Detter, E. E. .... Laurinburg
237. Dew, S. B., M.D. .... Bailey
238. Dinwiddie, P. H. .... West Asheville
239. Dixon, R. L. .... Milton
240. Dizor, M. E. .... Zebulon
241. Dodson, Tyree .... Greensboro
242. Dodson, J. A. (col.) .... Durham
243. Dorsey, Melville .... Henderson
244. Douglas, J. D. (col.) .... Rocky Mount
245. Dowdy, D. A. .... High Point
246. Duffy, F. S. .... New Bern
247. Duffy, Leinster, M.D. .... New Bern
248. Dunn, R. A. .... Charlotte
249. Dunn, Henry .... Kinston
250. Dunston, C. W. (col.) .... Wilson
251. Durham, C. T. .... Chapel Hill
252. Dye, Maleria Elizabeth (col.) .... Durham

## E

- 253. Eagles, J. L.....Washington, D. C.
- 254. Early, E. E.....Asheville
- 255. Eason, C. W.....Princeton
- 256. East, J. S.....Morven
- 257. Eaton, J. H. (col.).....Reidsville
- 258. Edgerton, E. O.....Raleigh
- 259. Edwards, T. N.....Charlotte
- 260. Edwards, S. M.....Ayden
- 261. Eldridge, Julius .....Winston-Salem
- 262. Elkins, V. W. B.....Siler City
- 263. Ellington, C. W.....Raleigh
- 264. Ellington, R. A.....Madison
- 265. Elliott, A. G.....Fuquay Springs
- 266. Elvington, D. A.....Wilmington
- 267. Etheridge, S. B.....Washington
- 268. Etheridge, S. G.....Elizabeth City
- 269. Eubanks, C. L.....Chapel Hill
- 270. Eubanks, J. N.....Pittsboro

## F

- 271. Farrell, R. D.....Graham
- 272. Faucette, W. P.....Raleigh
- 273. Faucette, H. F.....Raleigh
- 274. Faulconer, R. C.....Sanford
- 275. Fentress, H. L.....Wilmington
- 276. Fetzer, Chas. ....Reidsville
- 277. Fetzer, F. G.....Wadesboro
- 278. Field, D. M.....Hertford
- 279. Field, G. S.....Coats
- 280. Fields, J. T.....Laurinburg
- 281. Fields, W. L.....Laurinburg
- 282. Fields, J. T., Jr.....Laurinburg
- 283. Finger, F. E.....Kings Mountain
- 284. Finger, Carl .....Gastonia
- 285. Finkelstein, Nathan.....Selma, Ala.
- 286. Finley, G. B.....Marion
- 287. Fishel, A. L.....Winston-Salem

288. Fisher, Lester .....Concord  
289. Fisher, H. A. (col.).....Wilmington.  
290. Fisher, E. D., M.D.....Evansville, Ind.  
291. Fitchett, C. E.....Duke  
292. Fleming, C. H.....Hassel  
293. Fordham, C. C.....Greensboro  
294. Fordham, C. M.....Greensboro  
295. Formyduval, Morrison .....Whiteville  
296. Foster, Caney .....Enfield  
297. Foster, J. C. C.....Asheville  
298. Fowlkes, W. M.....Charlotte  
299. Fox, C. M.....Asheboro  
300. Franklin, O. E.....Asheville  
301. Frederick, J. R. (col.).....Goldsboro  
302. Freeman, R. A., M.D.....Burlington  
303. Frieze, W. S.....Newton  
304. Fulenwider, Phifer .....Monroe  
305. Fulghum, R. T.....Kenly  
306. Furman, R. L.....Asheville  
307. Furman, H. O.....Oxford  
308. Futrelle, W. L.....Wilmington

## G

309. Gaddy, H. M.....Raleigh  
310. Gale, J. W.....Pageland, S. C.  
311. Galloway, Rawley .....Raleigh  
312. Gamble, C. F.....North Charlotte  
313. Gardner, Howard .....Greensboro  
314. Gardner, T. L.....Reidsville  
315. Garner, C. V.....Creedmoor  
316. Gaskins, W. F.....New Bern  
317. Gattis, P. D. ....Raleigh  
318. Gibbs, T. R.....Belhaven  
319. Gibson, W. Z.....Gibson  
320. Gilbert, Loamie .....Benson  
321. Godfrey, P. V.....Elizabeth City  
322. Godwin, C. I.....Pine Level  
323. Gooch, R. L.....Oxford

324.	Goode, J. A.....	Asheville
325.	Goodman, G. C.....	Mooreville
326.	Goodman, J. F.....	Concord
327.	Goodrum, C. S.....	Davidson
328.	Gorham, R. S.....	Rocky Mount
329.	Graham, J. C., Jr.....	Carthage
330.	Grantham, G. K.....	Dunn
331.	Grantham, Hiram .....	Red Springs
332.	Grantham, L. I.....	St. Pauls
333.	Grantham, L. B.....	Goldsboro
334.	Gray, P. C.....	Statesville
335.	Green, C. F.....	Wilmington
336.	Green, H. C.....	Louisburg
337.	Greene, J. G.....	High Point
338.	Gregory, R. T.....	Stovall
339.	Greyer, C. P.....	Morganton
340.	Griffin, J. A., M.D.....	Clayton
341.	Griffin, H. A.....	Rocky Mount
342.	Griffin, B. C.....	Marshville
343.	Griffith, Wiltshire .....	Hendersonville
344.	Grimes, T. W.....	Salisbury
345.	Grimes, G. D.....	Robersonville
346.	Grissom, Gilliam .....	Greensboro
347.	Grove, C. E.....	Asheville
348.	Guion, C. D.....	Unionville
349.	Gurley, D. M.....	Sanford
350.	Gurley, W. B.....	Windsor
351.	Gwyn, H. L.....	Mount Airy

## H

352.	Hairston, J. W. (col.).....	Winston-Salem
353.	Hairston, R. S. (col.).....	Winston-Salem
354.	Haithcock, S. S.....	Greensboro
355.	Hall, T. N.....	Mooreville
356.	Hall, J. G.....	Oxford
357.	Hall, W. F.....	Statesville
358.	Hall, J. M.....	Wilmington
359.	Hall, J. D.....	Enfield



- 360. Hall, J. S.....Fayetteville
- 361. Hall, S. P.....Charlotte
- 362. Hambrick, W. R.....Roxboro
- 363. Hamilton, R. L.....Oxford
- 364. Hamlet, Reginald .....Raleigh
- 365. Hamlet, P. R.....Lumberton
- 366. Hamlin, V. C. (col.).....Raleigh
- 367. Hancock, F. W.....Oxford
- 368. Hand, J. K.....North Charlotte
- 369. Hand, W. L.....Charlotte
- 370. Hanson, J. K.....Wilmington
- 371. Hardee, A. K.....Graham
- 372. Hardin, J. H.....Wilmington
- 373. Hardin, E. M.....Wilmington
- 374. Harget, D. A.....Swansboro
- 375. Hargrave, W. W.....Nashville, Tenn.
- 376. Harper, C. P.....Selma
- 377. Harper, C. T.....Zebulon
- 378. Harrison, A. S., M.D.....Enfield
- 379. Harrison, E. V.....Greensboro
- 380. Harrison, T. N., Jr.....Littleton
- 381. Hart, L. W.....Norwood
- 382. Hart, J. A.....High Point
- 383. Hart, G. W.....Henderson
- 384. Hart, R. L.....Henderson
- 385. Harville, R. C.....Thomasville
- 386. Hasty, E. T. (col.).....Monroe
- 387. Hatch, P. R., Jr.....Raleigh
- 388. Hawkins, M. T., Jr. (col.).....Henderson
- 389. Hawley, F. O., Jr.....Charlotte
- 390. Hayes, W. A.....Hillsboro
- 391. Hayes, G. C.....Randleman
- 392. Hayes, G. E.....Granite Falls
- 393. Haymore, J. B.....Mount Airy
- 394. Hays, F. B.....Oxford
- 395. Haywood, C. L.....Durham
- 396. Heflin, D. H. (reciprocity, Tex.).....Raleigh
- 397. Henderson, J. A.....Charlotte

398. Henderson, A. L. (col.).....Winston-Salem  
399. Henderson, J. L.....Burlington  
400. Henry, T. A.....New Bern  
401. Herndon, C. N.....Durham  
402. Herring, Doane .....Wilson  
403. Herring, R. R.....Oxford  
404. Herring, N. B.....Wilson  
405. Hester, Fred .....Asheville  
406. Hesterly, L. E.....Hendersonville  
407. Hicks, H. T.....Raleigh  
408. Hicks, W. J.....Goldsboro  
409. Hicks, C. G.....Raleigh  
410. Hicks, H. L.....Tarboro  
411. Hicks, J. E. F.....Goldsboro  
412. Higgins, C. M.....Conover  
413. Hill, J. H.....Goldsboro  
414. Hill, G. W.....Wilmington  
415. Hilton, C. M.....Greensboro  
416. Hinderlite, J. W.....Raleigh  
417. Hoffman, J. F., Jr.....Hickory  
418. Holding, T. E., Jr.....Wake Forest  
419. Holland, H. O.....Apex  
420. Holland, W. T.....Mount Holly  
421. Holliday, R. W.....Clinton  
422. Hollingsworth, Joseph.....Mount Airy  
423. Hollowell, J. K.....New Bern  
424. Hood, J. E.....Kinston  
425. Hood, J. C.....Kinston  
426. Hood, W. D.....Kinston  
427. Hood, R. T.....Kinston  
428. Hood, D. H.....Dunn  
429. Hood, P. C.....Dunn  
430. Hood, T. R.....Smithfield  
431. Hood, H. C.....Smithfield  
432. Hooper, F. L.....Sylva  
433. Hopkins, H. B.....Concord  
434. Horne, H. R.....Fayetteville  
435. Horne, W. W.....Fayetteville

436.	Horne, S. R.....	Fayetteville
437.	Horne, W. H.....	Greenville
438.	Horseley, H. T.....	Bessemer City
439.	Horton, R. W.....	Monroe
440.	House, Joseph.....	Scotland Neck
441.	Houston, J. L.....	Mount Mourne
442.	Howell, E. V.....	Chapel Hill
443.	Howerton, J. L.....	Greensboro
444.	Hoyle, M. H.....	Kannapolis
445.	Hoyle, H. B.....	Biscoe
446.	Hudson, J. E.....	Kinston
447.	Hufham, Walter .....	Chadbourn
448.	Hughes, J. R.....	Madison
449.	Hughes, C. M., M.D.....	Cedar Grove
450.	Hunnicut, F. J.....	Raleigh
451.	Hunt, W. S. (reciprocity Va.).....	Oxford
452.	Hunter, J. B.....	Charlotte
453.	Hunter, B. W.....	New Bern
454.	Hunter, A. B.....	Apex
455.	Hunter, T. B.....	Rockingham
456.	Hunter, N. C., M.D.....	Rockingham
457.	Hunter, F. P.....	Portsmouth, Va.
458.	Hunter, T. W.....	Norwood
459.	Hunter, F. V.....	Hendersonville
460.	Hurst, H. F.....	Jacksonville
461.	Hutchins, J. A.....	Winston-Salem

I

462.	Ingle, R. H.....	Charlotte
463.	Iseley, G. A.....	Burlington
464.	Isler, W. A. (col.).....	Kinston

J

465.	Jacocks, F. G.....	Elizabeth City
466.	James, A. A.....	Winston-Salem
467.	James, S. T. (col.).....	Durham
468.	Jarman, J. F.....	Wilmington
469.	Jarrett, L. M.....	Asheville

470.	Jenkins, J. V.....	Wilmington
471.	Jenkins, L. W.....	Mount Holly
472.	Jernigan, R. W.....	Chapel Hill
473.	Jetton, W. A.....	Davidson
474.	Jetton, R. M. (reciprocity, Ga.).....	Davidson
475.	Johnson, J. I.....	Raleigh
467.	Johnson, W. L.....	Greensboro
477.	Johnson, J. H.....	North Wilkesboro
478.	Johnson, A. S.....	Smithfield
479.	Jones, W. A. (col.).....	Winston-Salem
480.	Jones, H. E.....	Asheville
481.	Jones, E. J.....	Asheville
482.	Jones, G. T. (col.).....	Raleigh
483.	Jones, J. B.....	Fair Bluff
484.	Jones, Alpheus .....	Warrenton
485.	Jones, M. L. (col.).....	Wilmington
486.	Jones, J. H.....	Reidsville
487.	Joyner, J. D.....	Franklinton
488.	Justus, W. H.....	Hendersonville

## K

489.	Keener, J. B.....	Sylva
490.	Keever, J. W.....	Hickory
491.	Kelly, J. R.....	Wilmington
492.	Kendall, H. E.....	Shelby
493.	Kendall, B. H.....	Shelby
494.	Kendrick, T. W.....	Charlotte
495.	Kennedy, H. P, Jr. (col.).....	New Bern
496.	Kennedy, A. T. (col.).....	High Point
497.	Kent, A. A., M.D.....	Lenoir
498.	Kerner, L. C.....	Henderson
499.	Kibler, R. E.....	Morganton
500.	Kidd, W. W.....	Charlotte
501.	King, H. L.....	Durham
502.	King, C. H.....	Durham
503.	King, O. G.....	Raleigh
504.	King, J. R.....	East Durham
505.	Kingsbury, W. R.....	Wilmington

506.	Kirby, K. A.....	Marion
507.	Kirksey, L. H.....	Winston-Salem
508.	Kluttz, A. J.....	Greensboro
509.	Kluttz, P. J., M.D.....	Maiden
510.	Knight, C. V.....	Aurora
511.	Kolb, R. H.....	Fairview, Mich.
512.	Koonce, J. E.....	Chadbourn
513.	Koonce, T. R.....	Chadbourn
514.	Kyser, P. B.....	Rocky Mount

## L

515.	Lafferty, P. M.....	Kannapolis
516.	Landquist, T. E.....	Winston-Salem
517.	Lane, W. A.....	New Bern
518.	Lane, W. C.....	Greensboro
519.	Lasley, M. L.....	Philadelphia, Pa.
520.	Latham, A. C.....	Bath
521.	Laubenheimer, J. H.....	Jersey City, N. J.
522.	Lawing, K. L.....	Lincolnton
523.	Layden, H. W.....	Danville, Va.
524.	Layden, E. H.....	Lexington
525.	Lea, L. J.....	Burlington
526.	Leavister, T. O.....	Raleigh
527.	LeBoo, P. S. (col.).....	Wilmington
528.	Ledbetter, E. DeB.....	Chapel Hill
529.	Lee, A. M., M.D.....	Clinton
530.	Lee, L. V., M.D.....	Lattimore
531.	Lee, P. A.....	Dunn
532.	Lee, Allen .....	Wilson
533.	Leggett, W. A.....	Edenton
534.	Leggett, P. O.....	Southport
535.	Leggett, Kenelm, M.D.....	Hobgood
536.	Leslie, W. A.....	Morganton
537.	Lewis, H. W., M.D.....	Jackson
538.	Lewis, W. E.....	Mount Olive
539.	Lewis, R. B.....	Elkin
540.	Lewis, H. R.....	Charlotte
541.	Liles, W. A.....	Wendell

542.	Linn, L. A.....	Landis
543.	Lisk, D. C.....	Charlotte
544.	Loftin, J. U.....	Rosemary
545.	Long, Roy .....	Burlington
546.	Lord, C. A.....	Wilmington
547.	Love, J. H. (col.).....	Raleigh
548.	Lowry, W. A.....	Raynham
549.	Lunn, F. H.....	Winston-Salem
550.	Lutterloh, I. H., M.D.....	Sanford
551.	Lutz, H. C.....	Hickory
552.	Lyday, W. M., M.D.....	Penrose
553.	Lynch, N. W.....	Charlotte
554.	Lyon, R. P.....	Wadesboro
555.	Lyon, O. H.....	Fremont
556.	Lyon, F. F.....	Oxford
557.	Lytch, J. E.....	Rowland

## M

558.	Mabry, C. S.....	Norwood
559.	Mabry, W. A.....	Durham
560.	Macon, A. B.....	Farmer
561.	Malone, C. E.....	Chapel Hill
562.	Manly, J. B.....	Salisbury
563.	Mann, J. D.....	High Point
564.	Mann, R. N.....	High Point
565.	Marble, H. B. S. (col.) (reciprocity Okla.)..	Greensboro
566.	Marion, J. E.....	Mount Airy
567.	Marley, F. H.....	Old Fort
568.	Marsh, M. L.....	Concord
569.	Marsh, N. F.....	Ramseur
570.	Marston, R. H.....	Raleigh
571.	Martin, W. S.....	Canton
572.	Martin, S. L., M.D.....	Leaksville
573.	Martin, E. W.....	Florence, S. C.
574.	Martin, S. L., Jr.....	Leaksville
575.	Mathes, T. J.....	East Durham
576.	Matthews, T. A., M.D.....	Castalia
577.	Matthews, G. E.....	Siler City

578. Matthews, W. F. . . . . Randleman  
579. Matthews, C. E., Jr. . . . . Roanoke Rapids  
580. Matthews, W. S. . . . . Clinton  
581. Mattocks, A. M. . . . . Wilmington  
582. Matton, G. A. . . . . High Point  
583. Mauney, C. J. . . . . Albemarle  
584. May, T. H. . . . . Henderson  
585. Mayberry, E. B. . . . . Maxton  
586. Mayo, T. H. . . . . Goldsboro  
587. McArthur, R. M. . . . . Winston-Salem  
588. McBane, T. W. . . . . Graham  
589. McCauley, M. E. . . . . Oakboro  
590. McCraw, W. P. . . . . Tarboro  
591. McDaniel, W. A. . . . . Enfield  
592. McDonald, J. S. . . . . Raleigh  
593. McDonald, L. C. . . . . Durham  
594. McDonald, A. H. . . . . Durham  
595. McDonald, A. M. . . . . Raleigh  
596. McDuffie, R. A. . . . . Greensboro  
597. McGhee, G. F. . . . . Raleigh  
598. McIlhenny, T. C. . . . . Asheville  
599. McInnis, E. T. . . . . Lillington  
600. McIntosh, J. B. S. . . . . Canton  
601. McKay, D. McN. . . . . Asheville  
602. McKay, H. H. . . . . Dunn  
603. McKay, Malcolm . . . . . Faison  
604. McKay, J. W. . . . . Asheville  
605. McKeel, C. B. . . . . Columbia  
606. McKeel, C. B., Jr. . . . . Columbia  
607. McKenzie, L. McK. . . . . Lumberton  
608. McKesson, L. W. . . . . Statesville  
609. McKethan, H. McA. . . . . Fayetteville  
610. McKinney, W. M. . . . . Ayden  
611. McKinnon, W. L. . . . . Wadesboro  
612. McKnight, L. E. . . . . Fayetteville  
613. McLarty, Eugene . . . . . Greensboro  
614. McLarty, Howard . . . . . Monroe  
615. McLaughlin, D. A. . . . . Charlotte

616. McLelland, J. H..... Mooresville  
617. McLeod, Gilbert, M.D..... Carthage  
618. McManus, M. T. Y..... Wilmington  
619. McMillan, J. D..... Lumberton  
620. McMillan, B. F., Jr..... Red Springs  
621. McMinn, J. M..... Asheville  
622. McMullan, F. H..... Asheville  
623. McMullen, Oscar, M.D..... Elizabeth City  
624. McNair, W. H..... Tarboro  
625. McNair, F. W. (col.)..... Greensboro  
626. McNair, W. L. (col.)..... Greensboro  
627. McNair, W. R..... Henderson  
628. McNeely, Maurice..... Mooresville  
629. McNeil, G. McK..... Rowland  
630. McNeil, G. R..... Vineland  
631. McPhaul, H. B..... Granite Quarry, Ala.  
632. Menzies, E. B..... Hickory  
633. Merritt, E. S..... Carrboro  
634. Merritt, N. H..... Carrboro  
635. Middleton, D. N..... Hot Springs, Va.  
636. Miles, M. C..... Warrenton  
637. Miller, C. B..... Goldsboro  
638. Miller, E. H..... Mooresville  
639. Miller, R. L..... Christianbury, Va.  
640. Miller, C. T..... Wilmington  
641. Miller, C. M..... Rock Hill, S. C  
642. Millican, A. G..... Wilmington  
643. Mills, J. A..... Tabor  
644. Mintz, M. B..... Wilmington  
645. Missildine, E. E..... Tryon  
646. Mitchell, H. G..... Star  
647. Mitchell, C. P..... Lucama  
648. Mitchenor, J. A..... Edenton  
649. Moir, A. L..... Leaksville  
650. Montague, G. B..... Garner  
651. Montague, G. W..... Durham  
652. Moore, B. C..... Wilson  
653. Moore, C. E., Jr..... Wilson



654. Moore, J. P.....Louisburg  
655. Moose, A. W.....Mount Pleasant  
656. Morgan, R. S.....Brevard  
657. Morphew, M. F., M.D.....Marion  
658. Morrisette, C. B.....Elizabeth City  
659. Morrison, M. S.....Wilson  
660. Morrow, Norman.....Gastonia  
661. Morton, J. N.....Faison  
662. Mull, J. E.....Morganton  
663. Mullen, L. B.....Huntersville  
664. Mullen, T. L.....Huntersville  
665. Munday, C. C.....Taylorsville  
666. Munds, W. C.....Wilmington  
667. Murchison, E. E.....Sanford  
668. Murphrey, L. W.....Weldon  
669. Murphy, J. C.....Hickory  
670. Murphy, C. L.....Salisbury

## N

671. Nelson, W. G.....New Bern  
672. Newsom, H. C.....Camden, N. J.  
673. Nicholson, A. T.....Tarboro  
674. Nicholson, T. H.....Murfreesboro  
675. Nicholson, M. A.....Biscoe  
676. Niestlie, Wm. ....Wilmington  
677. Norman, J. S., M.D.....Bladenboro  
678. Nottingham, G. S.....Norfolk, Va.  
679. Nowell, Edwin .....Greensboro  
680. Nowell, W. R.....Wendell  
681. Nutt, J. D.....Wilmington  
682. Nye, G. L.....Orrum

## O

683. Oates, Geo., M.D.....Grover  
684. O'Brien, J. I. (reciprocity, Mass.).....Pinehurst  
685. O'Hanlon, E. W.....Winston-Salem  
686. Overman, H. S.....Elizabeth City  
687. Overman, V. K.....Elizabeth City

## P

- 688. Page, B. F.....Raleigh
- 689. Palmer, R. W., M.D.....Gulf
- 690. Parker, W. W.....Henderson
- 691. Parker, F. W.....Raleigh
- 692. Parker, R. H.....Durham
- 693. Parker, R. S.....Murphy
- 694. Parsons, F. C.....Wadesboro
- 695. Patterson, Alvis.....Wilson
- 696. Patterson, W. D.....Chapel Hill
- 697. Patterson, J. H. (col.).....Winston-Salem
- 698. Payne, M. T.....Greensboro
- 699. Payne, H. E.....Wilmington
- 700. Peacock, M. A.....Benson
- 701. Pearsall, A. L.....Nashville, Tenn.
- 702. Peele, J. F.....LaGrange
- 703. Pemberton, T. R.....Greensboro
- 704. Pemberton, S. P.....Norman
- 705. Pemberton, D. C.....Mount Olive
- 706. Pence, L. N. (reciprocity, Va.).....Leaksville
- 707. Pender, F. H., Jr.....Rocky Mount
- 708. Perry, W. M.....Elizabeth City
- 709. Perry, H. H. (col.).....Fayetteville
- 710. Perry, E. B.....Littleton
- 711. Perry, D. L. (col.).....Winston-Salem
- 712. Person, T. E., M.D.....Stantonburg
- 713. Phillips, C. B.....Lincolnton
- 714. Pickard, C. O.....Greensboro
- 715. Pickelsimer, J. B.....Asheville
- 617. Pierce, M. E.....Charlotte
- 717. Pike, J. W.....High Point
- 718. Pike, E. LeR.....Enfield
- 719. Pilkington, G. R.....Pittsboro
- 720. Pinnix, J. M.....Kernersville
- 721. Pinnix, W. M.....New Bern
- 722. Pittman, H. H.....Fairmont
- 723. Pittman, J. N.....Oxford
- 724. Pleasants, F. R.....Louisburg

725.	Plummer, James .....	Salisbury
726.	Polk, J. B. ....	Andrews
727.	Pope, H. L. ....	Lumberton
728.	Pope, A. S. ....	Rocky Mount
729.	Porter, Clifford .....	Black Mountain
730.	Porter, C. D. ....	Black Mountain
731.	Porter, Ernest .....	Pineville
732.	Powell, F. L. ....	Whiteville
733.	Powell, D. A. ....	Goldsboro
734.	Powell, J. W. ....	Goldsboro
735.	Powell, J. B. ....	Oxford
736.	Powell, D. E. ....	Asheville
737.	Powell, J. C. ....	Fairmont
738.	Powers, L. B. ....	Wake Forest
739.	Preston, W. D. ....	Barkley, Va.
746.	Prior, J. L. ....	Atlanta, Ga.
741.	Pritchard, J. M. ....	Chapel Hill
742.	Propst, G. C. ....	Salisbury
743.	Purcell, S. M. ....	Salisbury
744.	Purcell, E. P. ....	Waynesville

Q

745.	Quinn, F. D. ....	Shelby
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R

746.	Rankin, W. H. ....	Winston-Salem
747.	Ray, E. L. ....	Carthage
748.	Raysor, C. A. ....	Asheville
749.	Rae, Verne .....	Durham
750.	Reagan, J. R. ....	Weaverville
751.	Reaves, L. E. ....	Raeford
752.	Redding, F. F. ....	Lucama
753.	Reese, A. B. ....	Charlotte
754.	Reeves, Jefferson .....	Waynesville
755.	Reeves, M. H. ....	Waynesville
756.	Reeves, T. H. ....	Weaversville
757.	Reeves, L. A. ....	Winston-Salem
758.	Reid, W. W. ....	Sanford

759.	Reid, S. H.....	Washington
760.	Reinhardt, R. L.....	Forest City
761.	Reins, C. C.....	Charlotte
762.	Reinhardt, C. B.....	Marshall
763.	Rhodes, Cader .....	Raleigh
764.	Richardson, J. D. (col.).....	Salisbury
765.	Richardson, L. W.....	Selma
766.	Ridenhour, D. G.....	Mount Gilead
767.	Riggan, R. D.....	Raleigh
768.	Riggs, H. A.....	Morrisville
769.	Rimmer, E. F.....	Tarboro
770.	Ring, W. A.....	High Point
771.	Ring, C. A.....	High Point
772.	Ring, L. B.....	Mount Olive
773.	Rives, H. L.....	Robersonville
774.	Roberson, J. G.....	Laurinburg
775.	Roberts, T. M. (reciprocity, Va.).....	Draper
776.	Roberts, A. R.....	Gatesville
777.	Roberts, Herschel .....	Alexander
778.	Robinson, G. C.....	Norfolk, Va.
779.	Robinson, J. L.....	Lowell
780.	Rogers, R. A.....	Oxford
781.	Rogers, R. P.....	Durham
782.	Rogers, W. F.....	Durham
783.	Rose, I. W.....	Rocky Mount
784.	Rosemond, J. F.....	Hillsboro
785.	Rosenbaum, C. D.....	Wilson
786.	Roth, R. H.....	Asheville
787.	Rowland, G. J.....	Henderson
788.	Royster, S. S., M.D.....	Shelby
789.	Rudisill, J. S.....	Cliffside

## S

790.	Sally, W. M.....	Statesville
791.	Sallings, A. T.....	Wilmington
792.	Sanders, T. F.....	Clinton
793.	Sanders, A. J.....	Belmont
794.	Sandling, R. H.....	Clinton

795. Sanford, R. D.....Laurinburg  
796. Sasser, L. B.....Wilmington  
797. Sauls, M. M.....Ayden  
798. Savage, C. C.....Raleigh  
799. Schutt, T. C. H.....Wilmington  
800. Scott, E. G.....Rockingham  
801. Scott, J. M.....Charlotte  
802. Scruggs, B. P.....Rutherfordton  
803. Seagle, F. M.....Hickory  
804. Seawell, C. C.....High Point  
805. Secrest, A. McD.....Monroe  
806. Sedberry, C. D.....Fayetteville  
807. Sedberry, H. S.....Fayetteville  
808. Sedberry, H. B.....Wilmington  
809. Sessoms, M. M.....Windsor  
810. Sexton, C. H., M.D.....Dunn  
811. Shade, I. A. (col.).....Wilson  
812. Shaw, R. S.....Halifax  
813. Shaw, C. E. (col.).....Charlotte  
814. Shell, J. E.....Lenoir  
815. Shell, C. C.....Henrietta  
816. Shelton, C. F.....Chadbourn  
817. Sheppard, J. W.....Charlotte  
818. Sheppard, H. A.....Monroe  
819. Sheppard, J. E.....Flushing, N. V.  
820. Shieder, G. A. (reciprocity, Ga.).....West Asheville  
821. Shook, Eulon.....Newton  
822. Shore, M. L.....Raleigh  
823. Shuford, C. M.....Hickory  
824. Silverman, N. J.....Wilmington  
825. Simpson, C. N., Jr.....Monroe  
826. Singletary, W. O.....Burgaw  
827. Singletary, F. B.....Middlesex  
828. Sisk, C. T., M.D.....Bryson City  
829. Skinner, R. E. L.....West Durham  
830. Sledge, R. S.....Spray  
831. Sloan, F. A.....Monroe  
832. Sloop, L. L.....Elm City

- 833. Smith, F. L.....Lexington
- 834. Smith, W. G.....Asheville
- 835. Smith, F. S.....Asheville
- 836. Smith, F. T.....Franklin
- 837. Smith, C. H.....Charlotte
- 838. Smith, J. A.....Wilmington
- 839. Smith, F. L.....Concord
- 840. Smith, T. L.....Plymouth
- 841. Smith, C. N.....Jacksonville
- 842. Smith, Casper .....Kings Mountain
- 843. Smith, Leon .....Gastonia
- 844. Smith, E. W.....Winston-Salem
- 845. Smith, W. O.....Greensboro
- 846. Smith, W. W.....Brevard
- 847. Smith, J. F.....Mebane
- 848. Snuggs, W. H.....Albemarle
- 849. Souders, F. B.....Fayetteville
- 850. Southerland, Odell .....Charlotte
- 851. Spencer, J. E.....Durham
- 852. Stainback, T. E.....Kinston
- 853. Stallings, W. H.....Spring Hope
- 854. Stanback, T. M.....Spencer
- 855. Stancil, J. H.....Selma
- 856. Staton, L. L., M.D.....Tarboro
- 857. Steere, L. E.....Charlotte
- 858. Stephens, J. L. (col.).....Norfolk, Va.
- 859. Stevenson, J. T.....Elizabeth City
- 860. Stewart, W. M.....Charlotte
- 861. Stewart, J. M.....Fayetteville
- 862. Stimson, Logan .....Statesville
- 863. Stimson, J. H.....Statesville
- 864. Stimson, J. N.....Winston-Salem
- 865. Stone, A. H.....Spray
- 866. Stowe, J. P.....Charlotte
- 867. Stowe, L. H.....Charlotte
- 868. Stowe, H. R.....Charlotte
- 869. Stowe, C. D.....Sylva
- 870. Stratford, P. C.....Greensboro

871.	Strayhorn, W. F.....	Durham
872.	Streetman, J. W.....	Marion
873.	Streetman, T. L.....	Winston-Salem
874.	Stroud, T. H.....	University
875.	Sugg, A. M. (reciprocity, Ga.).....	Spencer
876.	Suggs, R. B.....	Belmont
877.	Summey, K. N.....	Dallas
878.	Summey, Ptolemy .....	Dallas
879.	Summey, P. B.....	Dallas
880.	Suttle, J. A.....	Lincolnton
881.	Suttlemeyer, Philip, Jr.....	Salisbury
882.	Sutton, J. L.....	Edenton
883.	Swaringen, DeWitt C.....	China Grove
884.	Swindell, E. S.....	Nashville
885.	Sykes, A. J.....	Greensboro
886.	Sykes, Eugene .....	Greensboro
887.	Sykes, R. J.....	Greensboro

# T

888.	Tally, H. A.....	Jonesboro
889.	Tarkenton, E. L.....	Wilson
890.	Tart, D. W.....	Roseboro
891.	Tate, W. E.....	Asheville
892.	Taylor, J. L.....	Oxford
893.	Taylor, C. A.....	Lexington
894.	Taylor, D. G.....	Leaksville
895.	Taylor, W. P.....	Roanoke Rapids
896.	Taylor, J. C.....	Rosemary
897.	Teague, M. F.....	Asheville
898.	Temple, J. O.....	Kinston
899.	Temple, R. H., M.D.....	Kinston
900.	Thigpen, J. K.....	Tarboro
901.	Thomas, W. G., Sr.....	Raleigh
902.	Thomas, W. G., Jr.....	Raleigh
903.	Thomas, J. N.....	Warrenton
904.	Thomas, C. R.....	Thomasville
905.	Thomas, E. E.....	Roxboro
906.	Thomas, E. R.....	Duke

907. Thompson, A. J.....Graham  
 908. Thompson, P. A.....Winston-Salem  
 909. Thornton, W. H.....Baltimore, Md.  
 910. Thrower, H. E.....Henderson  
 911. Tillett, E. N.....Timberlake  
 912. Tingen, W. Z.....Raleigh  
 913. Tolar, J. H., Jr.....Durham  
 914. Toms, B. C.....Winston-Salem  
 915. Toms, E. R. (reciprocity, Ga.).....Wilmington  
 916. Townsend, J. H.....Red Springs  
 917. Townsend, E. F.....Raeford  
 918. Trent, J. A.....Greensboro  
 919. Trotter, P. L.....Pilot Mountain  
 920. Trotter, J. R.....Salisbury  
 921. Tucker, W. M.....High Point  
 922. Tucker, R. H.....Reidsville  
 923. Tucker, W. W.....Concord  
 924. Tucker, H. O.....Whitakers  
 925. Tugwell, J. B.....Lillington  
 926. Turlington, R. A.....Wilson  
 927. Turlington, J. E.....Smithfield  
 928. Turner, W. D.....Cooleemee  
 929. Turner, T. A.....Durham  
 930. Tuttle, B. M.....Weldon  
 931. Tyson, G. F.....Greensboro

## U

932. Underwood, J. T.....Asheboro

## V

933. Van Valzah, J. A.....Raleigh  
 934. Vaughan, P. W.....Durham  
 935. Vinson, E. L.....Halifax  
 936. Vinson, J. T.....Selma

## W

937. Walker, C. E.....Morganton  
 938. Walker, B. W.....Rocky Mount  
 939. Walker, T. A.....Charlotte



940. Walker, C. A. . . . . Asheville  
941. Walker, Louis . . . . . Milton  
942. Walton, R. C. . . . . Raleigh  
943. Walton, G. B. . . . . Washington  
944. Ward, E. H. . . . . Tarboro  
945. Ward, W. H., M.D. . . . . Plymouth  
946. Warlick, E. S. . . . . Asheville  
947. Warren, L. A. . . . . Newton Grove  
948. Warren, B. S. . . . . Greenville  
949. Warren, J. C. . . . . Newton Grove  
950. Warren, D. A. . . . . Statesville  
951. Waters, G. W., Jr. . . . . Goldsboro  
952. Watkins, W. O. . . . . Rutherfordton  
953. Watson, H. P., Sr. . . . . Winston-Salem  
954. Watson, H. P., Jr. . . . . Winston-Salem  
955. Watson, J. B., M.D. . . . . Raleigh  
956. Watson, D. I., M.D. . . . . Southport  
957. Watson, G. Y. . . . . Southport  
958. Wearn, W. H. . . . . Charlotte  
959. Weatherly, A. E. . . . . Greensboro  
960. Webb, Paul . . . . . Shelby  
961. Webb, C. I. . . . . Charlotte  
962. Webb, R. K. . . . . Charlotte  
963. Webb, E. L. . . . . Thomasville  
964. Webb, J. S. . . . . Wadesboro  
965. Welborne, W. F. . . . . Lexington  
966. Welfare, S. E. . . . . Winston-Salem  
967. West, J. F. . . . . Belmont  
968. Westbrook, G. A. . . . . Winston-Salem  
969. Wetzell, W. L. . . . . Gastonia  
970. Wharton, L. A. . . . . Gibsonville  
971. Wheeler, L. B. . . . . Asheville  
972. Wheeler, C. R. . . . . Whitsett  
973. Wheless, J. M. . . . . Farmville  
974. Wheless, R. E. L. . . . . Warsaw  
975. Whitaker, L. T., M.D. . . . . Enfield  
976. White, S. A. . . . . Mebane  
977. White, J. A. . . . . Mooresville

- 978. White, H. G.....Elm City
- 978. White, F. L.....Mebane
- 980. White, W. R.....Warrenton
- 981. White, G. S.....Durham
- 982. White, J. E.....Raleigh
- 983. White, Luther .....New Bern
- 984. White, J. I.....Burlington
- 985. Whitehead, J. D., Jr.....Enfield
- 986. Whitfield, W. C., M.D.....Grifton
- 987. Whitley, J. R.....Fremont
- 988. Whitmire, W. P.....Hendersonville
- 989. Wiggins, W. W.....Coats
- 990. Wiley, R. E.....Southern Pines
- 991. Wilkerson, I. O.....Middlesex
- 992. Wilkerson, J. L.....Durham
- 993. Wilkins, W. R.....North Wilkesboro
- 994. Williams, J. T., M.D. (col.).....Charlotte
- 995. Williams, M. P.....Charlotte
- 996. Williams, S. W.....Raleigh
- 997. Williams, R. I.....Raleigh
- 998. Williams, W. V.....Goldsboro
- 999. Williams, A. H. A.....Oxford
- 1000. Williams, H. C.....Canton
- 1001. Williams, W. W. (col.).....Fayetteville
- 1002. Williams, M. V. B.....Lexington
- 1003. Williston, F. O. (col.).....Salisbury
- 1004. Wilson, T. H.....Thomasville
- 1005. Wilson, C. H.....Greensboro
- 1006. Wilson, W. B.....Sylva
- 1007. Wilson, L. R.....Gastonia
- 1008. Winstead, O. P.....Petersburg, Va.
- 1009. Wohlford, H. W.....Charlotte
- 1010. Wolfe, Drayton .....Lincolnton
- 1011. Wolfe, J. C.....Waxhaw
- 1012. Wolfe, W. S.....Mount Airy
- 1013. Wolfe, Houston .....Charlotte
- 1014. Wood, E. H.....Newbern
- 1015. Woodard, E. V.....Princeton

- 1016. Woodard, W. S. (col.).....Rockingham
- 1017. Woodruff, T. C.....Charlotte
- 1018. Woolard, E. W.....Scotland Neck
- 1019. Wooten, G. R.....Hickory
- 1020. Worthington, E. C.....Ayden
- 1021. Worthy, F. S.....Washington
- 1022. Wright, G. F.....Warsaw

Y

- 1023. Yancey, L. A. (col.).....Greensboro
- 1024. Yancey, D. C. (col.).....Wilson
- 1025. Yates, C. L.....Charlotte
- 1026. Yearby, W. M.....Greensboro
- 1027. Yoder, C. R.....Newton
- 1028. Young, John .....Salisbury

Z

- 1029. Zoeller, E. V.....Tarboro
- 1030. Zollicoffer, A. R., M.D.....Weldon
- 1031. Zuckerman, I. L.....Durham

**LIST OF REGISTERED PRACTICING PHYSICIANS**

**Living in Towns of Not More Than 500 Inhabitants, to  
Whom Permits to Conduct Drug Stores  
Have Been Granted**

---

1. Medford, Samuel Bryson.....Clyde, Haywood Co.
2. Shamburger, John Burney.....Star, Montgomery Co.
3. Wooten, Amos Monroe.....Pinetops, Edgecombe Co.
4. Carr, Ransom Lee.....Rose Hill, Duplin Co.
6. Templeton, James McPherson.....Cary, Wake Co.
7. Long, Benj. Lafayette.....Hamilton, Martin Co.
8. Gold, Chas. Fortune.....Ellenboro, Rutherford Co.
9. Proffitt, Thos. Jefferson.....Elk Park, Avery Co.
10. Brantley, Cornelius Henry.....Bailey, Nash Co.
11. Smith, Geo. Adam.....Black Creek, Wilson Co.
12. Burnett, Isaac Erastus.....Mars Hill, Madison Co.
13. Champion, Clifton Otis.....Mooresboro, Cleveland Co.
14. Patterson, Rezin Delmere.....Liberty, Randolph Co.
15. Wood, John W.....Boiling Springs, Cleveland Co.
16. Boyles, Memory Ford.....Worth, Gaston Co.
17. Palmer, Horace.....Hollister, Warren Co.
18. Woodard, Albert Gideon.....Princeton, Johnston Co.
19. Russell, Lloyd Pecemas.....Arden, Buncombe Co.
22. Long, Miles Thompson.....Newland, Avery Co.
28. Reeves, Jerome Lyda.....Whittier, Swain Co.
29. Maness, John Moses.....Ellerbe, Richmond Co.
30. McMillan, John Monroe.....Candor, Montgomery Co.
31. Long, David Thomas.....Hurdle Mill, Person Co.
32. Sullivan, James Morgan.....Hayesville, Clay Co.
33. Weaver, Wm. Jackson.....Leicester, Buncombe Co.
36. Hauser, Emmanuel Alvin.....Fallston, Cleveland Co.
38. Boyce, John Mason.....Polkton, Anson Co.
40. McDonald, Aug. Alexander...Jackson Spgs., Moore Co.
41. Watson, Leon.....Broadway, Lee Co.
44. Hinnant, Wilford.....Micro, Johnston Co.

48. Thompson, Joseph.....Creedmoor, Granville Co.
49. Ferguson, H. Beauregard.....Halifax, Halifax Co.
50. Leeper, Donald Harper.....Hiddenite, Alexander Co.
51. Crouch, Thos. Dalton.....Stony Point, Alexander Co.
53. Robertson, Wilbur Burdett.....Burnsville, Yancey Co.
54. Melvin, Wayman Chalmora....Linden, Cumberland Co.
56. Talley, John Samuel.....Troutman, Iredell Co.
59. Coleman, Joseph Ira.....Hurdle Mills, Person Co.
60. Willcox, Jesse Womble.....Laurel Hill, Scotland Co.
61. Flagge, Philip Wesley.....Brown Summit, Guilford Co.
62. Purdy, James Jarratt.....Oriental, Pamlico Co.
64. Grady, Leland Vain.....Simms, Wilson Co.
68. Long, Fred Yount.....Catawba, Catawba Co.
70. Hickman, Marcus Tobias.....Hudson, Caldwell Co.
73. Boaz, Thomas Abram.....Stoneville, Rockingham Co.
76. Hardee, Parrott Rastus.....Stem, Granville Co.
78. Young, Carlie Raswell.....Angier, Harnett Co.
82. Sutton, Julian Rush.....Elk Park, Avery Co.
88. Johnson, Bayard Cleveland.....Bunn, Franklin Co.
91. Moore, Tilon Vance.....Acme, Columbus Co.
95. Hester, Joseph Robert.....Knightdale, Wake Co.

# NECROLOGY RECORD

From Registered List

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J. F. ANDREWS

Durham

Killed in Action in France

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PENROSE BALDWIN

Asheville

---

N. L. BEACH, JR.

Morganton

Killed in Action in France

---

D. S. BLUE

Spring Hope

---

M. P. BRODIE

Brevard

# **NECROLOGY RECORD**

**From Registered List**

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**F. L. COSTNER**

**Charlotte**

---

**LEE DAVENPORT**

**Washington**

---

**C. B. GALLANT**

**Charlotte**

---

**W. H. HERRING**

**Clinton**

---

**G. F. McGHEE**

**Raleigh**

# **NECROLOGY RECORD**

**From Registered List**

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**W. C. MUNDS**

**Wilmington**

---

**F. H. ROBERTSON**

**Roanoke Rapids**

---

**M. E. ROBINSON, M.D.**

**Goldsboro**

---

**C. N. SIMPSON, JR.**

**Monroe**

---

**J. N. THOMAS**

**Warrenton**





